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The Trader.

"A Journal devoted to the interests of the Hardware and Jewelry Trade."

TORONTO, SEPTEMBER, 1879.

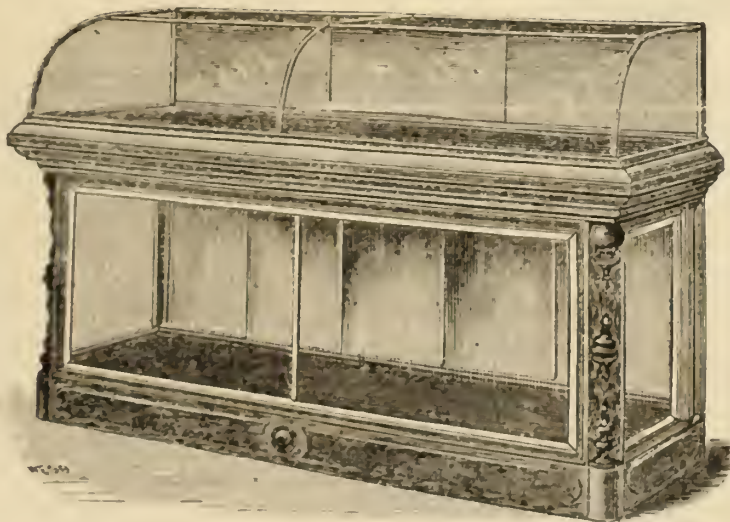
The Oldest, the Largest & the Only Reliable Show Case Factory in the Dominion.

ESTABLISHED 1859.

Business depression has had a bad effect on most Manufacturers, but we have been steadily pushing ahead, and to-day our business is better than ever before

GOOD GOODS AND LOW PRICES

ALWAYS GIVE SATISFACTION.



W. MILLICHAMP & CO,

STEAM-POWER SHOW CASE WORKS,

29, 31, 33 & 35 ADELAIDE ST. EAST, (ENTRANCE 31) TORONTO, ONT.

MANUFACTURERS OF ALL KINDS OF

Show Cases, in Nickle Silver. Walnut, Ebonized, Silver-Jointed and Plain Cases made to suit customers, from their own designs. Gold, Silver and Nickel Plating in all its branches. Door Plates and Window Bars for Store Fronts.

ALL WORK GUARANTEED.

WOULD RESPECTFULLY SOLICIT YOUR ORDER.

W. MILLICHAMP & CO.

SHEFFIELD STERLING FLAT WARE.

For ordinary table use amongst those who do not desire to go to the expense of sterling silver or electro silver plated forks or spoons, no metal has yet been discovered that answers the purpose so well as Nickel Silver.

Pure "Nickel" is a hard, brilliant, silver white metal, almost useless when used by itself because of its extreme brittleness, but invaluable as an alloy on account of its wonderful whitening properties.

The "Nickel Silver" of commerce, is a compound metal, composed of copper, nickel and zinc, and varies in quality according to the proportions of the metals of which it is composed. This metal is put upon the market under various names, but whether it be known as "German" or "Nickel" silver, "Nickelite," "British Plate" or "Albata Metal," its color and quality depend entirely upon the amount of pure nickel used in its manufacture. The commoner qualities of nickel silver contain from 5 to 12 per cent of nickel; the better classes from 12 to 18 per cent. This latter quality (18 per cent.) is the recognized standard amongst English and American manufacturers of nickel silver spoons and forks, and is white enough to give good satisfaction, especially when electro silver plated. For table use without plating, however, this quality of metal does not contain enough nickel to enable it thoroughly to resist the acids contained in our ordinary food without discoloring, hence we often hear the complaint that nickel goods "turn brassy" after a short



THE "TIPPED" PATTERN.

period of actual service. In order to enable our customers to sell spoons and forks they can conscientiously recommend, we have introduced into the Canadian market as a substitute for the nickel now in use the new metal known in England as "Sheffield Sterling." This metal has been produced only after a great deal of labor and experiment, and contains nearly 25 per cent. of pure nickel, being a larger proportion of that metal than any nickel silver ever before used in the manufacture of table ware. It has always been held that an alloy containing so much nickel must necessarily be brittle. This difficulty, however, has been fully overcome, and the result is a metal, whiter, stronger, and more like sterling silver than any now in use.

In offering "Sheffield Sterling" spoons and forks to the trade of Canada, we believe we are giving them goods that will commend themselves to their customers, not only because they are as low in price as any first-class goods now in the market, but because they are better in quality, finer in finish and more elegant in design. They are all neatly packed in boxes, (teaspoons 3 dozens—other goods in 2 dozens) and every dozen has a guarantee of the quality printed on the wrapper. This guarantee authorizes the dealer in all cases where these goods prove defective to return them and draw upon us for their invoice value. The fact that the manufacturers are willing to guarantee their goods in this way is a strong proof that they themselves have the utmost confidence in them, and this will be found of great assistance to the retail merchant in selling them to his customers. The cut above shews the style of these goods, and will give the trade a fair idea of the new and improved pattern we are introducing. We keep a full stock on hand of all the different sizes and weights, and are prepared to fill orders at the shortest notice.

Where jobbers wish to give importation orders for large quantities, special prices will be given. We have registered the Trade Mark "Sheffield Sterling" **Crown S or X** and will fully guarantee all goods bearing such imprint, no matter by whom sold.

Price Lists to be had on application. Sample Orders Solicited.

To be had Wholesale Only from

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56 Yonge Street, Toronto, Ontario.

THE TRADER.

TORONTO, ONT., SEPTEMBER, 1879.

Distributed free to every Jeweler and Hardware Merchant in Canada

ADVERTISING RATES:

Full Page	\$15 00 each issue.
Half Page	8 00 "
Quarter Page	5 00 "

All business and other communications should be addressed to

"THE TRADER PUBLISHING CO."

Box 535, Toronto, Ont.

Introductory.

We have no apology to offer for introducing ourselves at this juncture to the Hardware and Jewellery Trade of Canada, as we have long felt that a paper devoted to these interests, which in many branches are closely identified, would not only pay, but supply a want long felt by them. As this paper will be distributed free of expense to every Jeweller and Hardware Dealer in Canada, we do not think that we shall be considered unreasonable if we venture to direct the special attention of our readers, not only to the original and selected matter, but also to the advertisements of the well-known and first-class houses that it contains. Although our revenue is derived entirely from our advertisements, we shall in all cases endeavour to direct the attention of the trade to reliable houses who offer reliable goods. In this connection we would ask the consideration of the manufacturing and wholesale trade of Canada, who wish to reach the retail trade with the least possible expenditure, to the facilities which our paper offers as an advertising medium. By our system the advertiser gets the *maximum* of advertising at the *minimum* of cost. Our rates will be found elsewhere.

We propose to discuss all questions involving trade issues, from a purely independent stand-point, and shall give forth no uncertain testimony for the side which we consider to be in the right. We shall be glad to receive communications on live trade issues, or trade abuses, from our readers, and our columns will always be open for the free discussion of subjects that will tend to advance sound business principles, and elevate the standard of commercial morality.

The Outlook.

Now that the harvest has been gathered, people are beginning to speculate on the prospects for the fall trade and lay

their plans accordingly. Returns from all parts of Canada shew that our crop of wheat and other cereals is an unusually heavy one, and as the crops of England, France, Germany and Russia, are either entire failures or less than their usual average, it is but fair to assume that American grain will have to supply the deficit. For this reason there can be no doubt that the price of wheat and other produce will be higher than for many years past, although we doubt that any great rise will take place on account of the immense surplus that America has to sell. Our farmers would do well therefore to thresh out their crops and realize on them as soon as possible, as although prices will probably remain firm, the chance of any decided rise is small and will be more than counterbalanced by the shrinkage. By selling at once, they will be enabled to pay their accounts and save interest, and their action will enable the dealer with whom they trade to do likewise. This in itself will help to a revival of business, by the more independent position it will enable the dealer to take in making his purchases, and will create a healthier demand for other produce the farmer may have to dispose of for local consumption. The outlook is brighter this fall than for many years past, and we think we may fairly assume that the turn has been made and the nation is now on the highway to prosperity. If this year's crop does nothing more than enable our farmers to pay up their old debts, we shall be in a healthier financial position than we have been for a very long time, and the impetus thus given to trade by its being freed from the incubus of debt which has been hanging over it for years, must have a tendency to bring about a healthier condition of trade. That this view is sound is evidenced by the fact that our best and most energetic business men are laying in liberal stocks and making preparations for doing a large and profitable fall trade. We trust that the tide of commercial prosperity which has now set in will not make us forget the sound business principle, that nations do not get wealthy by what they lavishly spend, but by what they produce and save.

Are you Insured?

This is a pertinent rather than an impertinent question, and the wholesale dealer who allows himself to make heavy accounts without knowing whether his customer is insured against loss by fire, is foolish in the extreme.

Insurance in this age is not a luxury but a necessity, and no person having property can afford to be without it. No matter how hard up a dealer may be, he should never allow his stock or property to remain uninsured for a single day. We can call to mind scores of cases, where traders, whether from economic motives or carelessness, either refused to insure or allowed their policies to lapse; when they least expected it they were burned out, and the result proved disastrous to their future business prospects. Such cases are not rare; every day we read of fires somewhere, and in many cases the report is followed by the comment, "*property uninsured.*" Granted that insurance is a necessity, a very important factor in its usefulness is the standing of the company a person insures in. Many people run away with the idea that any Insurance company is good enough, if they are insured at all it is all right, they are safe enough. There never was a more absurd idea. As a rule this class of people get into small Mutual companies of little or no responsibility and in many cases when loss by fire does occur, they are unable to get a single dollar from the company, who will raise any and every possible quibble in preference to paying the claim. We remember a few years ago a friend of ours in Walkerton who had been burned out, giving us a claim he had against one of these cheap insuring Mutual companies, to see if we could not make a compromise with them or effect a settlement on some terms as he was tired of their higgling over the few hundred dollars involved in his claim. When we interviewed the Agent we found that the company had not paid a cent of claims to any one for nearly six months, and yet, strange to say, during all that time they had gone on taking fresh risks and receiving premiums. The fact was they were bankrupt—but still that did not stop people from insuring with them.

As a rule cheap insurance generally means unsafe and risky insurance.

The best advice we can give our friends is briefly this—Always keep your stock and property fully insured.

See that it is insured in some first-class company who have a reputation for honorable dealing. Read your policy carefully, and see to it that you carry out your obligations faithfully.

There is very little difference between the rates of strong and weak Companies, and it pays to have the best if it does cost you a trifle more; it is a great advantage to be in a company that is financially strong.

The Hardware Trade.

During the severe crisis through which the country has just passed, probably no class of business men have stood the strain better than those in the Hardware trade.

It is true that in this as in all other trades there have been failures, but the percentage has been small, and the causes have been, in most cases, the direct violation of the ordinary principles of business. Although the cutlery and fine class part of the Hardware trade has been dull for the past five years on account of the depression of the times, yet the extreme cheapness of all classes of builders' hardware and material caused that branch of the business to be more than usually active, and although goods were cut fine they still left a paying margin.

With the prospect of good prices for our large crops, the Hardware trade ought to take a long stride forward in prosperity, for not only will building be stimulated, but a greater demand will be felt for fine goods, which heretofore consumers have compelled themselves to do without on account of their inability to pay for them. Prices for Hardware of all kinds are now exceedingly low, and the indications are that with better times and an increased demand for this class of goods, prices will be somewhat advanced.

Goods are now as low as they possibly can be sold at to pay the manufacturer a profit at all, and this being the case we think it would be sound policy for such of the trade as can afford it to lay in a full stock in anticipation of the rise in price which must follow returning prosperity as surely as daylight follows darkness.

The abuse of the credit system by the Hardware trade, especially when carried on by general store-keepers, is an evil that ought to be remedied, as it probably works the trade more injury than any other thing they have to contend against. If they could sell for cash, or shorten the time of credit to three or four months, it would enable them to sell goods cheaper and vastly improve their position in every way.

The Jewelry Trade.

Perhaps no branch of business has felt the recent depression more than the Jewelry trade. Dealing as it does mainly in articles of luxury, it is little wonder that in hard times the consuming public

"shut down" on such goods rather than on articles of necessity. For this reason the Jewelry business may be justly regarded as the barometer of trade. As a rule it is the first to feel the depression of hard times and the last to derive any benefit from the return of prosperity. We are glad to know, however, that the cloud which has so long rested over this business seems now to have fairly lifted; signs of the revival of trade this fall are already apparent, and the jeweler who has so long struggled with hard times may confidently look forward to a recompense for his prudence and frugality. His stock ought to be light, and his liabilities lighter, and his position altogether would safely warrant him in buying new and fresh goods with a better chance of turning them over to advantage than he has had for many years. The stocks of the wholesale dealers in Toronto seem now to be fully assorted with all the latest novelties both in staple and fancy jewelry, and dealers wanting an assortment of goods for their fall trade should take advantage of the opportunities afforded by the Industrial Exhibition to make a personal selection.

In the way of novelties, rolled-plate Necklets and Bracelets, with fine leaf work patterns, are attracting attention and having large sales. In rolled-plate and fire gilt Chains the assortment, quality and designs exceed that of any former season. In Gold Chains, the American make still continues to hold its lead on account of its superior quality and finish, and many new styles are introduced. The most saleable patterns, however, either in gold or plate, are the close and open curbs. In Gold Jewelry the American styles are gaining somewhat, although there is still a good demand for the English colored lines in Brooches, Ear-rings, Setts, &c. In Watches, the "Waltham Company's" goods still take the lead. In Cases, the "Boss" Gold Filled Case is making good headway and is increasing in favor. While equal in finish and appearance to any gold case, and guaranteed to wear at least twenty years, it costs less than half the price.

In Jet goods, the "Ball" patterns still maintain the lead as the favorite design both in Ear-rings and Necklets.

Space would fail us, however, did we attempt to convey to our readers an idea of the many new and elegant lines that are being put upon the market this season. Our idea is that it will pay them one and all to personally visit this market during the Exhibition and see and select for themselves.

The Industrial Exhibition.

The Toronto Industrial Exhibition, which opens on the first and lasts until the nineteenth of this month, will, if the weather holds good, be without doubt the most successful affair of the kind ever held in Canada.

Not only are the buildings and other equipments of the Exhibition very complete and attractive in themselves, but the number of entries and the quality of the exhibits, will, it is believed, far surpass any previous effort, and enable visitors to form a tolerably correct estimate of the manufactures and resources of our country. The Canadian exhibits at Philadelphia and Paris were excellent in their way, and impressed foreigners with an idea of our great natural resources. But the main purpose of this Industrial Exhibition will be to shew its visitors what our manufacturers are doing, and where we stand when compared with other nations. The additional attraction of the Vice-Royal party, and the amusements and entertainments incident to the visit of these distinguished personages are of such a nature and on a scale so comprehensive as to make Toronto for the next three weeks the centre of attraction throughout the whole Dominion.

Excursions have been arranged on all the railroad and steamboat lines running into the city, and the very low fares thus obtained will make this a favorable opportunity for our country friends to see the "Queen City."

These excursions and low rates will also afford unusual facilities for buyers to visit the markets of Toronto and enable them to make a personal selection of the goods needed for their fall trade. Wherever this can be accomplished, it is certainly a desirable thing to do, as a buyer can nearly always make a better selection from stock than from either cuts or samples. For these reasons we trust that as many dealers as can possibly do so, will avail themselves of the opportunity, and by judiciously combining business with pleasure, make the trip pay in more ways than one.

A list of the attractions in honor of the Vice-Regal visit will be found in another column.

—The Rev. Mr. — was once called upon to marry a man to his fourth wife. As he approached the couple he said: "Please to rise." The man wiggled about in his chair a moment and finally spoke, "We've usually sot."

—ESTABLISHED 1819—

P. PATERSON & SON,

HARDWARE MERCHANTS,

No. 24 King Street East, Toronto, Ontario.

SOLE AGENTS

FOR THE CELEBRATED

GUTTA PERCHA PAINT CO.,

OF CLEVELAND.

Hall's Fire and Burglar Proof Safes.

WOLLENSAK'S

Patent Transom Window Lifts,

The best invention in the world for ventilating
Churches, Schools, and all Public
and Private Buildings

VALENTINE'S

Patent Felt Weather Strip.

MIXED READY FOR USE!



NOT A CHEMICAL PAINT!

NO PLACE LIKE HOME
To Preserve and Beautify Your Homes Use
GUTTA PERCHA PAINT,
THE BEST PRESERVATIVE EVER USED
for Wood, Iron, Stone or Brick Structures,
FOR INSIDE OR OUTSIDE WORK. Send
for Sample Colors and Price Lists (FREE)

MANUFACTURERS OF

CLARKE'S PATENT

DOUBLE COIL

SPRING BEDS.

The Cheapest, Most Durable, Most Comfortable

AND THE

BEST SPRING BED MADE.

The Trade supplied at very liberal rates. Hundreds
of Certificates from most reliable persons.

Call and see them.

Send for Circulars and Prices.

P. PATERSON & SON,
NO. 24 KING STREET EAST,
TORONTO, ONT.

SPECIAL NOTICE TO THE TRADE.

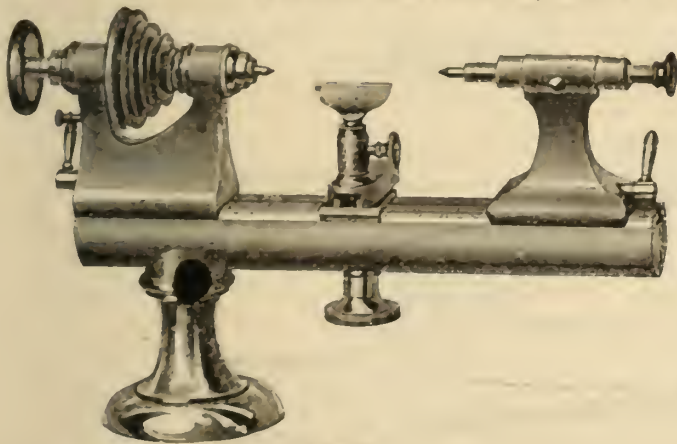
CANADIAN JEWELRYMANUFACTURED BY **P. W. ELLIS & COMPANY.,**

WATCHMAKERS AND JEWELERS, IMPORTERS OF TOOLS, MATERIALS, ETC. FOR THE TRADE,

OFFICE AND FACTORY,

No. 4 Toronto St.,**TORONTO, ONT.****JEWELRY DEPARTMENT.**

We desire to bring before your notice the fact that we are manufacturing upon our own premises all classes of Jewellery. There has been a prevailing impression that it was impossible to manufacture the different classes of work, without branch labour and that there was not sufficient field in this country to keep such labour employed. But we are pleased to state our factory is conducted on the branch labour system and are at present turning out the newest designs in **Gold Chains**, which are rapidly increasing in favour and displacing the imported article, this is destined to be our most important branch manufacture. We make all styles of **Gem Rings**, both English and American patterns, also the finest class of **Locketts** and **Diamond Ring Work**. Have on hand, at all times, a complete assortment of **Precious Stones**, make to order and finish designs and estimates for all classes of presentation and other work, including special lines of **Gold Chains**, **Jewels**, **Medals**, etc. and every kind of **Gold and Silver Plating**. We are in a position to state, that we have built up, perhaps, the largest **Jobbing and Repairing** business in the country, the facilities at our disposal enable us to place each class of repairing into the hands of the workmen who make a speciality of that particular line, thus ensuring its being done in the best possible manner, our large staff of hands enabling us to have the work promptly executed. We have received every encouragement from the trade so far, and we hope, with your assistance, and an honourable and liberal policy on our part, to manufacture a large bulk of what has been imported, of an **equal quality and design**, at a much less cost. We are now making up work for many of the leading firms throughout this country. To all those who intend coming to the Exhibition here, we would respectfully invite your attention to our **Exhibit of Samples**, being, we believe, the first home-made Jewellery ever exhibited in this country; it will be found on first gallery, over entrance to art department, directly opposite to R. Hay Co.'s Furniture Exhibit, and we will have much pleasure in showing the trade through our factory, where the various classes of work can be seen in its different stages of manufacture when they call on us.

WATCH REPAIRING, TOOL AND MATERIAL DEPARTMENT.**LATHE.****SOLDERING TWEEZER.****ROLLER ABSTRACTOR.****SKELETON TWEEZER.**

We started this branch of our business in the face of strong opposition. But we looked for success, in the fact that there was not kept by dealers here a class of material which was clean and well finished, and we adopted the policy of importing directly from the leading manufacturers their very best class of goods, and selling at prices as low, and in many instances lower than that usually charged, and we positively handle no job lines of materials or tools. This department is supervised by one of our firm, who is a thoroughly practical Watchmaker. Our goods are consequently bought with the requirements of the trade, who can rely upon having their orders selected carefully, and any sizing or fitting done properly.

Our Traveller, who is thoroughly practical, and acquainted with all requirements of the trade, will call on you this fall with the largest and best assorted stock ever shown, now on its way from Switzerland.

In our Watch Repairing Department we employ only the most competent and skilful hands, and all work intrusted to our care will be consequently well done, and reasonable charges made.

Thanking the trade for their already liberal support, it will be our constant effort to give them satisfaction in all orders that they may send us, and as we are going to large expense in our manufacturing and importing, we confidently look for their support.

Yours respectfully,

P. W. ELLIS & CO'Y.

FINE QUADRUPLE PLATED HOLLOW WARE.

In this age of improvement perhaps no industry has advanced with more rapid strides than that of Silver Ware Manufacture. The introduction and adaptation of machinery to fine work, hitherto performed only by skilled and expensive manual labor, has lessened the price of Artistic Silverware without deteriorating either the quality or style.

The difference in the cost between "reliable" and "cheap" goods is not so great as many people imagine. Fine goods are not always the most expensive, but are the result of skilled labour and good taste combined with the proper facilities for manufacture.

The durability of Electro-Plated Ware depends mainly upon the amount of silver with which it is coated. The coating of Silver on Fine Quadruple-Plated Ware, is four times heavier than is commonly used in the manufacture of Standard Plate, and renders it infinitely superior for actual wear, although in appearance and finish the difference may be so slight as to be almost imperceptible, except to experts. As a consequence, no department of trade offers more inducements or is more taken advantage of by dishonest dealers who prefer large present gains to future and permanent trade.

There are two facts in connection with the Electro-Plate Trade which have almost passed into proverbs, and they are indispensable in determining the relative value of goods of this kind.

"A manufacturers' trade mark is his bond to the vendor or consumer that the goods thus stamped are honest and reliable, and no manufacturer, who has any reputation, ever risks it by allowing his OWN trade mark to be put upon articles of inferior quality."

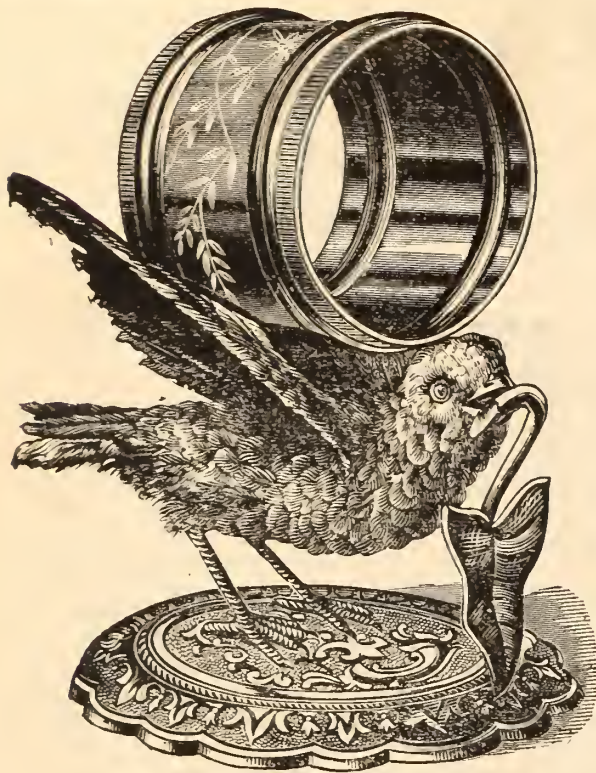
"The only real guarantee for a good and sufficient plate is the integrity of the manufacturer."

Keeping the above truths fully in view, we have made it a rule that every article we sell, shall be guaranteed by the Trade Mark of some well known and reliable manufacturer, preferring in all cases to take a smaller profit in order to build up a permanent trade.

To those who wish to give their customers goods of the finest quality, for the lowest possible money, we offer a selection of goods which cannot be found elsewhere in Canada.

We guarantee to meet any honest competition in price and at the same time furnish reliable goods.

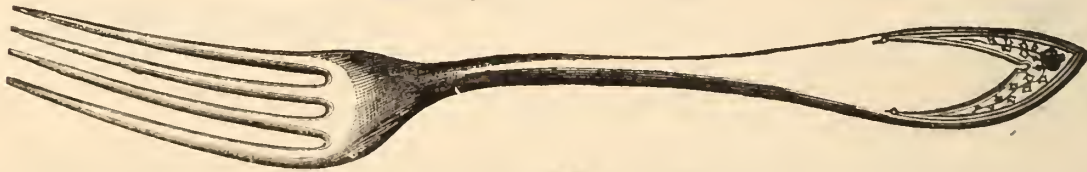
Our stock is now replete with all the latest novelties, and we invite the inspection of the trade generally. Our New Illustrated Catalogue will be ready in a short time and will be furnished free to our customers: Sample orders solicited.



Electro-Plated Spoons and Forks.



THE "CANADA" PATTERN



THE "PRINCESS" PATTERN

We beg to call the attention of the trade to the line of Spoons and Forks we are now showing. We give above the leading styles which we are at present selling, and are prepared to furnish any of these patterns in 4, 8, 12 or 16 oz. quality of plate. These goods are heavily plated with a deposit of Pure Silver upon a base of 18 per cent. Nickel Silver, and are hand burnished; every dozen bearing the Trade Mark "C. Elkington, A 1" is fully guaranteed by the manufacturer no matter who sells them. If these goods do not turn out satisfactory under fair usage, we give our customers the privilege of returning them and we will either furnish other goods or return their money.

In addition to the above lines, we are now in a position to furnish to the trade, cheap Plated Spoons and Forks, similar in quality to the ordinary English goods imported into this market. They are plated equally as well as the 1 oz. guaranteed goods, but do not bear the makers impress on account of the base being made from a lower grade of Nickel Silver than the Standard quality. They are good value for the money and will be found cheaper than any imported goods of similar quality.

In all cases we guarantee our customers full value for their money, and are prepared to meet any honest competition. Send for prices. Sample orders solicited.

ZIMMERMAN, McNAUGHT & CO.,

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THE LEADING ELECTRO PLATE HOUSE IN CANADA.

56 YONGE STREET, TORONTO.

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MANUFACTURERS AGENT,

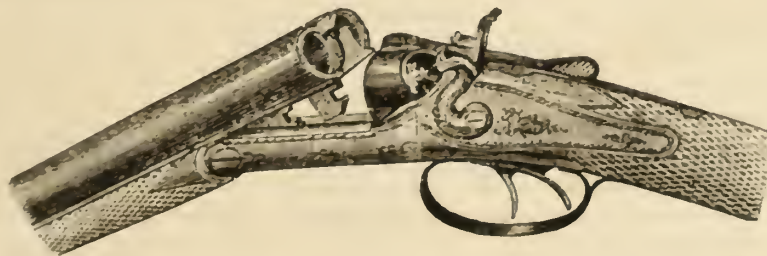
—DEALER IN—

RIFLES, GUNS, AND SPORTING GOODS.

Wm. M. Cooper respectfully solicits a visit to his Show Room, No. 23 Front Street West, Toronto, in which will be found a full line of Guns and Rifles, etc., with other items of interest to those fond of field sports.

Sporting Guns are now so well known in Canada as to require no elaborate recommendation. He has, during his visit to England, (on the Canadian Rifle Team, 1879,) entered into an arrangement with Messrs. W. & C. SCOTT & SON, for their Sole Agency for the "Dominion of Canada."

He has always on hand a full assortment of Guns of other celebrated makes, viz: W. W. Greener, George Gibbs, Thomas Turner, Williams & Powell, and other lower grades.



TESTIMONIAL TO W. & C. SCOTT & SON.

GENTLEMEN—

The W. & C. Scott & Son Breech Loader which you furnished me is the best proportioned and most effective gun I ever owned or used. Its shooting is perfect, and I have won every contest since receiving it, including my late English matches. You have got my ideas exactly, and I can fully recommend the Scott as the Gun.

Yours truly,

To MESSRS. READ & SON,

Boston, U.S.A.

A. H. BOGARDUS,

Champion of the World.

These Celebrated Guns For Sale only by Messrs. W. & C. Scott & Son's Canadian Agent,

—W. M. COOPER,—

23 FRONT STREET WEST,

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Quarter Page.	5 00 "

All business and other communications should be addressed to

"THE TRADER PUBLISHING CO.,
Box 835, Toronto, Ont.

Special Notice.

In order to make our paper more useful to the trade, we propose to open a column for advertising situations, wanted and vacant. Hardware dealers and Jewelers wanting assistants, or clerks in either business seeking employment, can have their wants made known to the trade *free* by sending their notice (not exceeding twenty-five words) to our office. Address all communications to "THE TRADER Publishing Company," Box 835, Toronto.

ORDERS.

Every day mistakes are made by wholesale merchants in sending out goods, on account of the delightful indefiniteness of many of the orders they receive by mail. Thus Mr. A. writes: "send me 3 dozen hammers, same as I had before," forgetting that he has had more than one variety of hammer from the same firm, and probably unconscious of the blessings being showered upon his head by that firm's book-keeper, who thinks he has plenty of work to do without losing time in hunting up a customer's back entries to find out what kind of goods he wants. If he has had more than one kind, the chance of getting the wrong article is fully as good as of getting the one he wants, for the merchant has no means of knowing what his customer wants except by his letter, and that is scarcely a guide at all. In this dilemma he has to consult his own judgment and do the best he can, and it is very little wonder that he sometimes sends different goods altogether from what the dealer wanted. Mr. B. writes: "send me 6 dozen tea spoons," and leaves the merchant to puzzle his brain to decide whether he wants iron, nickel, electro-plated or sterling silver spoons. As very few wholesale merchants are clairvoyants enough to read what was passing in their customer's mind when he wrote the order, we are

strongly of the opinion that the dealer would find his wishes more faithfully carried out, if they had been properly incorporated in his letter. Sometimes, where the writing is not of the best, most ludicrous mistakes occur, and the writer gets the most absurd filling of his order that could be imagined. Every one has read of the Scotch merchant who ordered "coppers" and got "capers," from which luckily he made a snug fortune. But every blunderer is not so fortunate, and most of us can recall instances where although the blunder was fully as ludicrous as that of the Scotch merchant the results were scarcely so fortunate. It is just as easy to order concisely as otherwise, and if dealers would consult their own interests they would always see that their letter orders expressed exactly what they meant. There are a few simple rules that should always be observed when ordering by letter, and their use would go far to prevent mistakes that are now very common.

Write as plainly as possible.

Keep the order separate from the business part of your letter.

When ordering goods you have had before give numbers and price where possible.

In ordering new goods, give description and prices wanted.

Don't be afraid to explain thoroughly what you want, although "brevity is the soul of wit," and also of a business letter a long description is preferable to none.

Dishonest Advertising.

In this go-ahead age of ours, "Printer's Ink" is a necessity to every one who wants to make his goods known to the public. By its liberal and judicious use businesses have been built up, which have earned colossal fortunes for their enterprising proprietors, but such results have been and are only attained when the articles advertised carry out the promises of the advertiser. A very safe rule to advertisers is, first be sure you have the right kind of goods, then go right ahead and let the public know it. Of course, like everything else, advertising is open to abuses, but we are glad to think that advertisements purposely intended to mislead the public are very few in number. That there are such we cannot deny, but that they carry out their original design we very much doubt. People now-a-days are scarcely so gullible as they were half a century ago, and they are very apt to enquire into the "fitness

of things" before they give any great amount of credence to advertisements that promise any and everything at an almost nominal price. Although advertisers have the privilege of praising up their own goods, there is a limit to this sort of thing, and where the bounds of truth have been overstepped, as is sometimes the case, it very often provokes opposition where a different result was not only intended but expected. In such a case dishonest advertising brings its own reward in the shape of distrust and loss of trade, for where confidence is wanting between the buyer and seller it is very difficult to do either a satisfactory or profitable business.

The Industrial Exhibition.

The Toronto Industrial Exhibition is now a thing of the past, and has not only been a financial success but the best Exhibition ever held in Canada. There have been many factors in bringing about this result, the chief of which were the visit of His Excellency the Governor-General and Her Royal Highness the Princess Louise, the many attractions and amusements afforded to visitors, the large prize list, and the splendid accommodation afforded to exhibitors, and last, but not least, the energy and perseverance of the officers and management of the Association. In spite of all prognostications to the contrary, it has turned out a financial success, and has proved conclusively, not only to the agriculturist and manufacturer, but also to the public at large, that Toronto is the commercial centre of Ontario, and the only place in the Province where all its sections can be equally and fairly represented.

It is now proposed to make this a permanent organization, and we are satisfied that if this idea is properly carried out, that in a few years the "Industrial Exhibition" will not only be the largest and most popular Fair in Canada, but its awards, whether in medals, diplomas, or money prizes, be considered the highest recommendation of worth of any competitive exhibition on this continent. The exhibit of manufactures was the best ever made by Canadian manufacturers, and far surpassed any previous effort, and it certainly was with a glow of national pride that we wandered through the buildings and inspected the great variety of goods, that the enterprise and skill of our artisans had brought forward for exhibition. The idea has long been prevalent that Can-

ada is not, and cannot become, a manufacturing, but must always remain an agricultural country. Any thinking and intelligent observer, however, who took time to note the products of our factories at the Exhibition, would be compelled to acknowledge that if Canada is not destined to become a great manufacturing nation, she is in a fair way to manufacture most of the goods needed for her own use.

In some departments, notably carriages, agricultural implements, machinery, hardware, products of petroleum, woollens, leather, etc., the exhibits of our manufacturers might fairly challenge the world to a fair comparison either in quality, style or finish.

While all the exhibits were highly interesting, space will only allow us to mention a few of the leading lines in the special manufactures we represent.

THE HARDWARE EXHIBIT.

In this department, not only was the display large but the exhibits were as a rule of a very high order of merit. In the article of *Saws* particularly, the exhibit was one that could not be surpassed by the manufacturers of any country, and great praise is due to the exhibitors for the expense they incurred in order to place their goods before the public in a tangible and pleasing form, so as to give them an adequate conception of the importance of this industry. The exhibitors were John Robertson & Co., Toronto; R. H. Smith & Co., St. Catharines; and Shurley & Deitrich, of Galt. The exhibits of these firms were all so finely finished that the judges were unable, unless by actually testing the temper, to decide which was entitled to the highest honors, therefore no award was given for these goods.

James Warnock & Co., Galt, shewed a very fine collection of *Edge Tools* of all kinds, also *Picks Shovels*, etc., all of superior, workmanship and finish. Mr. Warnock also exhibited a good assortment of *Chopping and other Axes*, as also did the "Dundas Tool Company," of Dundas.

The manufacture of *Files* (a new industry for Canada) was well represented by Thomas Graham and Caleb Howard, both of Toronto. The finish of these goods was excellent, and if the temper is good, they deserve the attention and consideration of our hardware trade.

Lead Pipe, Shot and Babbit Metal were well represented by A. J. Somerville and John Robertson & Co., of Toronto.

Peck, Benny & Co., of Montreal, shewed a very fine collection of cut and pressed *Nails*, also *Horse Shoe Nails*, *Horse Shoes*, etc.

The Electric and Hardware Manufacturing Company, of Toronto, had a very creditable display of *Plated Flatware*, *Electric Hardware*, *Furniture Castors*, etc.

In the article of *Scales*, the exhibit was very large and the competition keen; the exhibitors being E. & C. Gurney, C. Wilson & Son, and E. Goff & Co., all of Toronto.

Although there was only one exhibitor of *Safes*, J. J. Taylor, of Toronto, the display was a very fine one and was very much admired.

Booth & Son, of Toronto, made a very fine exhibit of *Brass* and spun *Copper work* of all kinds.

W. Millichamp was the only exhibitor of *Show Cases*, but he surpassed all his previous efforts in this direction, both in variety and excellence.

W. M. Cooper, Toronto, exhibited a superb collection of muzzle and breech-loading *Rifles and Guns*, from the celebrated factories of Greener, Scott and Gibson, of England.

Manning & Bowman, of Meriden, shewed a fine display of *Granite Ware*, both common for ordinary kitchen use, and with beautifully nickel-plated trimmings for table use.

THE JEWELRY EXHIBIT.

In this department, the exhibit, although confined to a very few entries, reflected the very highest credit upon the manufacturers, and proved conclusively that we have in Canada skilled labor capable of turning out Gold and Silver-smith's work of the finest quality. It was to be regretted that more of our manufacturers did not avail themselves of this Exhibition to let the trade know that they are in the market, but as it is the intention of the Association to offer a large list of prizes for this branch of manufacture at their next competition, we hope that this branch of industry will be fully represented.

P. W. Ellis & Co., of Toronto, exhibited a very fine assortment of jewelry, consisting of chains, necklets, suites, lockets, rings etc. The finish of these goods was unusually good, and they compared very favorably with the best imported goods of a similar kind.

Arms & Quigley, of Toronto, shewed a very creditable assortment of gold and silver watch cases of their own manufacture. The collection, which embraced

both key and stem winders, presented a very handsome appearance, and reflected great credit on the Canadian pioneers of this industry.

Thos. Russell & Son, of Liverpool, shewed a large assortment of gold and silver watches, both in key and stem winders.

Correspondence.

The proprietors do not hold themselves responsible for the opinions of correspondents.

DISHONEST ADVERTISING.

Editor TRADER,

DEAR SIR,—I would like to direct your attention and that of my fellow traders to a kind of advertising that is being employed by some of the wholesale jewellers in Canada to force the dealers to handle their goods by making the *public* believe that they are better than any other goods, and that none are good except they bear a particular stamp, and that too of people that we all know are not manufacturers at all, but only buy from manufacturers. Here is a specimen which I cut from the *Globe* last fall. "To give the assurance to dealers and wearers that they are getting bright Gold that will assay to half the value of Pure Gold, we stamp the swivels of all our chains R. W. & Co., and guarantee all such to be of superior finish and quality." Every one knows that pure gold is 24 carat fine, and that if this advertisement be true these chains should be 12 carat fine; but, as a matter of fact, they do not run full 9 carat. In my estimation this is not only deceiving the public, but an attempt to make us retail jewellers a party to the fraud, and should be frowned down by the trade. If such advertising is not dishonest, it comes so close that I, for one, fail to see any difference. What is your opinion, Mr. Editor?

Yours truly,

JEWELLER.

TORONTO, Sept., 1879.

DAVID WILSON,

Ornamental and General Engraver,

71 KING STREET EAST,

TORONTO.

Crests, Cyphers, Monograms, and Inscriptions on all kinds of Silverware, etc.

JEWELLERY NEATLY ORNAMENTED

TERMS CASH

FINE QUADRUPLE PLATED HOLLOW WARE.

In this age of improvement perhaps no industry has advanced with more rapid strides than that of Silver Ware Manufacture. The introduction and adaptation of machinery to fine work, hitherto performed only by skilled and expensive manual labor, has lessened the price of Artistic Silverware without deteriorating either the quality or style.

The difference in the cost between "reliable" and "cheap" goods is not so great as many people imagine. Fine goods are not always the most expensive, but are the result of skilled labor and good taste combined with the proper facilities for manufacture.

The durability of Electro-Plated Ware depends mainly upon the amount of silver with which it is coated. The coating of Silver on Fine Quadruple-Plated Ware, is four times heavier than is commonly used in the manufacture of Standard Plate, and renders it infinitely superior for actual wear, although in appearance and finish the difference may be so slight as to be almost imperceptible, except to experts. As a consequence, no department of trade offers more inducements or is more taken advantage of by dishonest dealers who prefer large present gains to future and permanent trade.

There are two facts in connection with the Electro-Plate Trade which have almost passed into proverbs, and they are indispensable in determining the relative value of goods of this kind.

"A manufacturers' trade mark is his bond to the vendor or consumer that the goods thus stamped are honest and reliable, and no manufacturer, who has any reputation, ever risks it by allowing his OWN trade mark to be put upon articles of inferior quality."

"The only real guarantee for a good and sufficient plate is the integrity of the manufacturer."

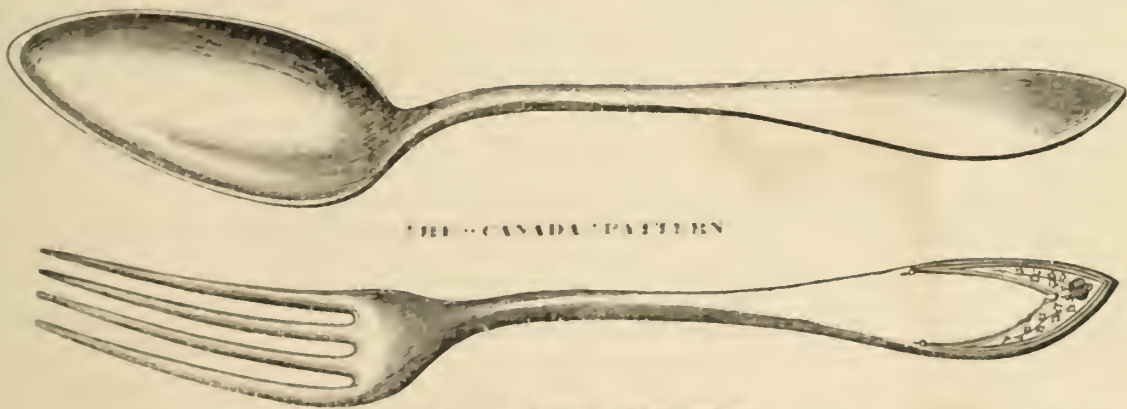
Keeping the above truths full in view, we have made it a rule that every article we sell, shall be guaranteed by the Trade Mark of some well known and reliable manufacturer preferring small sales to take a smaller profit in order to build up a permanent trade.

To those who wish to give their customers goods of the finest quality for the lowest possible money, we offer a selection of goods which cannot be found elsewhere in Canada.

We guarantee to meet any honest competition in price, and at the same time furnish reliable goods.

Our stock is now replete with all the latest novelties, and we invite the inspection of the trade generally. Our New Illustrated Catalogue will be ready in a short time and will be furnished free to our customers. Samples orders solicited.

Electro-Plated Spoons and Forks,



THE "CANADA" PATTERN

THE "PRINCESS" PATTERN

We beg to call the attention of the trade to the line of Spoons and Forks we are now showing. We give above the leading styles which we are at present selling, and are prepared to furnish any of these patterns in 4, 5, 12 or 16 oz. quality of plate. These goods are heavily plated with a deposit of pure silver upon a base of 18 percent. Nickel Silver, and are hand finished; every dozen bearing the Trade Mark "C. Elkington, A 1" is fully guaranteed by their manufacturer no matter who sells them. If these goods do not turn out satisfactory in size or finish, we give our customers the privilege of returning them and will either furnish other goods or return their money.

In addition to the above lines, we are now in a position to furnish to the trade, cheap Plated Spoons and Forks similar in quality to the ordinary English goods imported into this market. They are plated equally as well as the 4 oz. guaranteed goods, but do not bear the maker's impress on account of the base being made from a lower grade of Nickel Silver than the standard quality. They are good value for the money and will be found cheaper than any imported goods of similar quality.

In all cases we guarantee our customers full value for their money, and are prepared to meet any honest competition. Send for prices. Sample orders solicited.

ZIMMERMAN, McNAUGHT & Co.,

MANUFACTURERS' AGENTS,

THE LEADING ELECTRO PLATE HOUSE IN CANADA.

56 YONGE STREET, TORONTO.

Business Notes and Comments.

R. & T. BISSETT, dealers in hardware and tins, have sold out their Hensall business.

W. CORBETT & Co., dealers in stoves and tins, Kingston, have called a meeting of their creditors.

Mr. H. A. FIELD, the well known and respected hardware merchant of Brockville, Ont., is dead.

G. R. HANNAH, hardware dealer, of Shelburne, who called a meeting of his creditors in August, has since been attached.

MR. C. POTTS, hardware and tins, Palmerston, has effected a compromise with his creditors, at 60 cents on the dollar.

JOHN RISDON, hardware and tins, has sold out his branch store at Dutton.

We are sorry to hear that Mr. C. WILCOX, jeweler, of Markdale, has been burnt out.

HENRY MORGAN, manufacturers' agent, of Toronto, was killed while crossing the railroad track on the Esplanade in this city. He was a member of the Commercial Travellers' Association of Canada, and highly esteemed by all who knew him.

WM. BRYAN, dealer in tins, etc., late of Whitby, has removed his business to Newmarket.

HENRY BROWN, the well known hardware merchant, of St. Thomas, had his store burned last week; loss heavy.

The writ of attachment issued against S. WILLCOCK, wholesale jeweler, of Toronto, has been set aside.

In our business notes of last month the name of the firm of P. W. ELLIS & Co. was by some mistake printed P. W. Ellis & Bro.

JOSEPH ROBINSON, grocer, Woodstock, has had a writ of attachment served upon him. He went into the jewelry trade about three years ago, in addition to his regular business, but not being a practical man, it does not seem to have been a success.

JOSEPH NEVEAUX & BRO., Windsor, hardware merchants, have dissolved partnership. Joseph retiring from the business. The business will be carried on as heretofore by the remaining brother.

"THE GIBSON MANUFACTURING CO.," of Mitchell, Ont., manufacturers of safes, etc., have come to grief and their effects sold at auction. Very ugly rumors are in circulation in the village regarding the action of some of the prominent stockholders. A searching investigation ought to be made into the management of the concern, which should have paid a handsome dividend.

WM. MARTINDALE, show case maker, of Toronto, has failed to the tune of about \$4,000. He commenced business some years ago with a cash capital of nearly \$10,000 but has succeeded in making a

failure on account of want of practical knowledge of the business, and selling goods to irresponsible parties on credit. His stock was sold by auction last week.

H. BLOCK, wholesale and retail jeweler, Toronto, has been offering his entire stock of jewelry and plated ware by auction at Wakefield & Co.'s for the past month. It is said that he intends retiring from the Canadian trade and commencing business in New York.

The well known firm of JONES BROS., general dealers, Port Perry, have admitted Mr. George Abbs as a partner into their business. The firm will now be carried on under the style of V. M. Jones & Co.

The Government seem bound to collect all the revenue from dutiable goods they possibly can, and make hay while the sun shines. They have notified the wholesale trade that American plated ware coming into Canada will be charged extra duty on any reduction they may buy at below 40 and 5 per cent. from the manufacturers' list.

COOLICAN & PICHETTE, dealers in fancy goods, Quebec, failed last year, and their estate passed into the hands of an assignee, who now makes a final accounting, shewing the proceeds of all available assets to be \$428.39. Out of this sum are deducted the expenses connected with winding up the estate, \$427.22, leaving the gross sum of \$1.17 to be divided amongst creditors whose claims amount to about \$10,000.

A. S. MURRAY & Co., jewelers, London, offer a splendid gold watch, valued at \$30, to the best scholar in Middlesex, to be competed for at the Northern Fair Examination.

An encouraging yield of gold is reported from the Rose Company's mine at Montague, N.S. A brick of gold is shewn, weighing over 397 ounces, valued at about \$7,600. It is said to be the product of the work of fourteen men for a month. The first crushing from the lead yielded two and one-half ounces to the ton, the second five ounces, and the third (the present) seven ounces. This company has in three months produced 586 ounces of gold, worth upwards of \$11,000, and the cost of production is given at about \$2,000.

Although we hear a great deal about the prosperity of St. John's, New Brunswick, they seem to have business troubles there as elsewhere. F. L. Lewin, hardware merchant, has given a bill of sale on his stock for \$1,700. Several other transactions of a similar kind in other branches of business are reported from the same quarter.

THE QUESTION OF SPOONS.—We were shewn the other day a sample of the new "Sheffield Sterling" table spoon that had been in use in a Toronto kitchen for over six months, and had evidently been subjected to the roughest kind of usage, as

the point of the bowl was completely worn away. The spoon was unusually white and silver-like in appearance, and fully justified the manufacturers' guarantee that they are the best substitute for sterling silver of any metal goods now in use.

DELEGATION TO OTTAWA.—The importers of electro-plated ware in Toronto have been dissatisfied for some time past with the way in which the Customs Department have levied their duties upon these goods, and on Monday last deputed Mr. W. K. McNaught and Mr. George Chillas, of this city, to proceed to Ottawa and lay before the Ministers of Finance and Customs their views upon the subject. These gentlemen, when in Ottawa, had a very satisfactory interview with Sir Leonard Tilley and the Hon. McKenzie Bowell, who promised to take into consideration the injustice under which they are at present laboring.

ST. THOMAS claims to have the boss China Hall of Canada, being represented in that line by Mr. N. Webb. Mr. Webb is a young merchant of great energy and business ability, and has built up a large trade by studying the wants of his customers. His store is not surpassed in any city in Canada either in extent or variety of goods, and is certainly a credit to St. Thomas.

CANADIANS IN AUSTRALIA.—We received by last mail several papers from New Zealand and Australia, all of which contain very flattering encomiums upon an old resident of Toronto, Mr. Donald D. Manson. Mr. Manson was formerly known to the hardware and jewelry trade of Canada as traveller for the firm of R. Wilkes, of Toronto, but last year was engaged by the celebrated Waltham Watch Company as their foreign traveller, and is now representing them at the Sydney Exposition. Mr. Manson is a gentleman of great business capacity, and his gentlemanly bearing has won for him a host of friends wherever he has been called by business. His many friends in this country will be pleased to hear of his success.

PRESENTATION.—On Thursday last, Mr. J. M. Withrow, the energetic President of the Toronto Industrial Exhibition, was presented by the exhibitors with a very handsome service of plate (tea set and tray) in recognition of his very valuable services in connection with the late Exhibition. The service was from the factory of the celebrated "Gorham Silver Company," and was imported specially for the occasion by Messrs. Zimmernan, McNaught & Co., of this city.

—"Prisoner at the bar," said the Judge, "is there any thing you wish to say before sentence is passed upon you?" The prisoner looked toward the door and remarked that he would like to say "good evening," if it was agreeable to the company

P. W. ELLIS & CO.,

MANUFACTURING JEWELERS & WATCHMAKERS,

IMPORTERS OF

DIAMONDS AND OTHER PRECIOUS STONES.

Watchmaker's, Jeweler's and Engraver's Tools and Materials,
Glasses and General Supplies.



RING SIZE.

FUZEE
CHAIN TOOL.**WATCH TOOL & MATERIAL DEPARTMENT**

Sole Agents for Canada of Wm. F. Nye's Watch, Clock and Chronometer Oils, which obtained prizes at Vienna, 1873; Philadelphia, 1876, and the highest award over all at Paris, 1878. We are offering special inducements to the trade to test its quality. Send for prices.

Sole Agents for Ontario of Kendrick Davis & Co.'s Nickle Ne Plus Ultra Dust Proof Watch Keys, the most popular key in the market, made of the finest quality of steel, with perfect squares and having the advantage over all other kinds, of a mortise through the pipe, making it the most simple and thoroughly dust and moisture proof key ever introduced in the market. We supply them in a variety of styles, with or without names. Send for prices and samples.

Direct importers from the manufacturers in Germany of very superior Fine Piercing and Fret Saws, which we are prepared to invoice at closest figures in any quantity. Keep in stock full supply of Jewellers Rouge, Tripoli, Crucibles, Sand, Polishing Buffs, Brushes, Lathes, Alloying Coppers, Etc., Etc.

Our Traveller will call on you during the coming two months with the finest and best assorted stock of Tools and Materials in the market, and we trust you will save your orders for us.

WATCH REPAIRING.

We would wish to draw your attention to the fact that we are prepared to do all classes of the most difficult repairing at the closest possible rates consistent with good workmanship. Send for Price Lists.

**FIRST PRIZE GOLDSMITH'S WORK,****TORONTO INDUSTRIAL EXHIBITION, 1879.****MANUFACTURING JEWELRY DEPARTMENT**

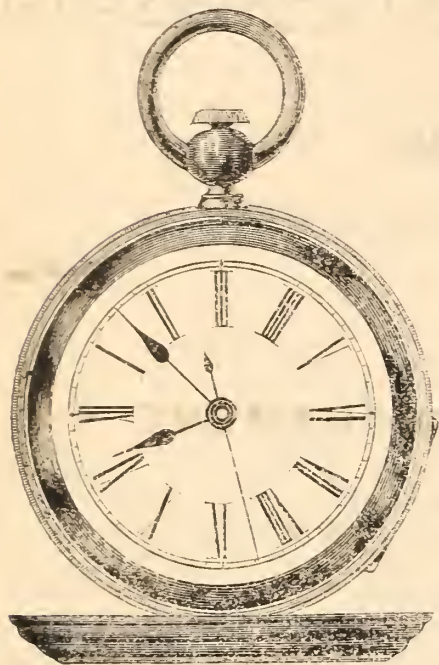
We have again increased our staff and added to our machinery, and are now in a better position than ever to fill all orders on the shortest notice, and are now prepared to do all kinds of enamelling, engraving, gold and silver plating, etc.; we give our best attention to special orders in gold chains, lockets, bracelets, engagement rings, etc. which we are pleased to state the trade are taking advantage of, as evidenced by the fact of the number of special and in many cases original ideas we are manufacturing for customers throughout the country. We would invite your attention to our Gold and Silver Medals for presentation to winners of prizes in fairs, schools, athletic matches, etc. Again thanking the trade for the very liberal patronage they are extending to us,

We remain, yours respectfully,

P. W. ELLIS & CO.

N. B.—Repairing of all descriptions carefully and promptly done.

FINE GOLD AND SILVER WATCH CASES.



The trade in the above articles has till quite recently been wholly in imported goods, and these foreign goods were almost without exception of English or Swiss manufacture. But with commendable energy and zeal the American manufacturers have succeeded in producing goods that have steadily forced their way against strong opposition into this market, and to-day they take the lead and the demand now is for American watches. The movements for these watches being made of uniform standard sizes, the cases are, with the exception of those of one firm, all made in factories by themselves, miles away from the movements, and they are both imported into this country separately. This being the case, there is no reason why the cases cannot be made here just as good and cheap if not cheaper than those brought in from there and save the duty.

The subscribers are endeavouring to supply the wants of the Canadian trade and are manufacturing American cases, both gold and silver, for all the standard sizes of movements, and the great success that has attended our efforts for the past three or four years is ample proof of the correctness of the above assertion.

One of our firm having been educated in one of the largest watch case factories in New York from an apprentice, as well as having worked in different factories of the same kind, has succeeded in obtaining a thorough practical knowledge of the process of manufacture, and by giving his personal supervision to the work in all its branches, and having workmen both from the United States and the old country who have been brought up to the business, we are enabled to turn out watch cases, equal in style, finish and material to those of American manufacture.

Our cases were awarded the First Prize at the Industrial Exhibition, Toronto, in September, open to the world, over those of Thos. Russell & Son, which is another proof that our endeavours to produce a first-class article are appreciated.

We get our gold and silver direct from the U. S. Mint and Assay Office, and it being as pure as can be obtained, we guarantee all our cases to be of the quality represented. We make gold cases from 18 k. to 10 k. of any weight, style or finish to suit the customer. Our standard silver cases are all guaranteed coin silver, and made in all the various styles, Bassing, Cooper, Mansard, Hunting, Open Face, Plain, Engraved, or Engine Turned, as required.

Our factory is located at present at No. 10 King Street East, where we have all the machinery, steam power and appliances of a capacity for turning out forty silver cases per week, in addition to the gold cases, but we have found it necessary to remove to more commodious premises, and, therefore, about the 1st of December we will occupy our new factory, now being fitted up for us at Nos. 33 & 35 Adelaide Street West, where with increased facilities we hope to be able to supply the increasing demand for our already popular goods. We would invite the trade while in the city at any time to call on us and we will be pleased to show them through our factory and let them see the process of manufacture.

Our goods can be supplied through any of the wholesale dealers, and we would respectfully urge the trade to ask their jobber for Arms & Quigley's cases, and take no other. All goods can be returned if not as represented. We also make cases for English and Swiss movements, for the trade, per special order, and also give careful attention to case repairing in all its details.

ARMS & QUIGLEY,

No. 10 King Street East,

TORONTO, ONT.

The Trader.

"A Journal devoted to the interests of the Hardware and Jewelry Trade."

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TORONTO, NOVEMBER, 1879.

CANADIAN ELECTRO PLATED WARE

In order to protect our Canadian Trade we have opened a branch factory at Montreal, and have fitted it up with the latest and most improved machinery for the manufacture of all kinds of Electro Silver Plated Flat and Hollow Ware. We have imported a full corps of operatives from our main factory at Wallingford, Conn., U.S., which will enable us to turn out goods equal to any manufactured in the United States. The branch factory is under the personal supervision of Mr. G. W. Hull, who has long been recognized as one of the most experienced and practical Managers of this kind of manufacture in the United States; this in itself will be a sufficient guarantee that all the work turned out of the Montreal factory will be fully up to the standard, both in Quality and Finish.

IN HOLLOW WARE

We will as usual make a full assortment, including all the latest novelties. These goods will be found fully illustrated in our new catalogue, and are warranted to be equal to any goods of a similar kind manufactured elsewhere. All our goods bear our own Trade Mark and name, and are guaranteed to be first-class in every particular, no matter by whom sold.

IN SPOONS, FORKS

And other Flat Ware we will continue to manufacture goods worthy of the high reputation we have attained and can recommend them as being equal to any goods in the world. They are all heavily plated with a coating of pure silver, from 10 to 20 per cent. heavier than the regular market standard, upon a base of 15 per cent. Nickel Silver, and are all hand-burnished, and finished equal to sterling silver goods. We are prepared to furnish them either in Plain or Fancy Patterns, in Extra, Double, Triple and Quadruple Plate. Each Spoon and Fork has the quality plainly stamped upon the back, and every dozen is warranted by special guarantee wrapper. Full particulars as to patterns, etc., will be found in our illustrated catalogues.

SIMPSON, HALL, MILLER & CO.,

MANUFACTURERS OF FINE ELECTRO PLATED WARE,

Wallingford and Montreal.

SPECIAL NOTICE

We also desire to notify the Trade that in order to meet the wishes of our western customers, we have entered into arrangements with

MESSRS. ZIMMERMANN, McNAUGHT & CO.,

Toronto to act as our Sole Wholesale Agents for the Province of Ontario, and will hold at their Warehouse, 56 Yonge Street, Toronto, a full stock of our leading lines, both in Flat and Hollow Ware, which will enable them to fill orders on the shortest notice. They will supply our goods at the same price from Toronto, as if sold direct from the factory, and will furnish prices and Illustrated Catalogues free to dealers on application. Dealers in Ontario will please address enquiries to Zimmerman, McNaught & Co., Toronto.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD AND MONTREAL.

SHEFFIELD STERLING FLAT WARE.

For ordinary table use amongst those who do not desire to go to the expense of sterling silver or electro silver plated forks or spoons, no metal has yet been discovered that answers the purpose so well as Nickel Silver.

Pure "Nickel" is a hard, brilliant, silver white metal, almost useless when used by itself because of its extreme brittleness, but invaluable as an alloy on account of its wonderful whitening properties.

The "Nickel Silver" of commerce is a compound metal, composed of copper, nickel and zinc and varies in quality according to the proportions of the metals of which it is composed. This metal is put upon the market under various names but whether it be known as "German" or "Nickel" Silver, "Nickelite," "British Plate" or "Albata Metal," its color and quality depend entirely upon the amount of pure nickel used in its manufacture. The commoner qualities of nickel silver contain from 5 to 12 per cent. of nickel; the better class from 12 to 18 per cent. This latter quality (18 per cent.) is the recognized standard amongst English and American manufacturers of nickel silver spoons and forks, and is white enough to give good satisfaction, especially when electro silver plated. For table use without plating, however, this quality of metal does not contain enough nickel to enable it thoroughly to resist the acids contained in our ordinary food without discolouring; hence we often hear the complaint that nickel goods "turn brassy" after a short period of actual service. In order to enable



THE "TIPPED" PATTERN.

our customers to sell spoons and forks they can conscientiously recommend, we have introduced into the Canadian market as a substitute for the nickel now in use the new metal known in England as "Sheffield Sterling." This metal has been produced only after a great deal of labour and experiment, and contains nearly 25 per cent. of pure nickel, being a larger proportion of that metal than any nickel silver ever before used in the manufacture of table ware. It has always been held that an alloy containing so much nickel must necessarily be brittle. This difficulty, however, has been fully overcome, and the result is a metal, whiter, stronger, and more like sterling silver than any now in use.

In offering "Sheffield Sterling" spoons and forks to the trade of Canada, we believe we are giving them goods that will commend themselves to their customers, not only because they are as low in price as any first-class goods now on the market, but because they are better in quality, finer in finish and more elegant in design. They are all neatly packed in boxes (teaspoons three dozens—other goods in two dozens), and every dozen has a guarantee of the quality printed on the wrapper. This guarantee authorizes the dealer in all cases where these goods prove defective to return them and draw upon us for their invoice value. The fact that the manufacturers are willing to guarantee their goods in this way is a strong proof that they themselves have the utmost confidence in them, and this will be found of great assistance to the retail merchant selling them to his customers. The cut above shows the style of these goods, and will give the trade a fair idea of the new and improved pattern we are introducing. We keep a full stock on hand of all the different sizes and weights, and are prepared to fill orders at the shortest notice.

Where jobbers wish to give importation orders for large quantities, special prices will be given. We have registered the Trade Mark "Sheffield Sterling," ^{Crown} _{S or X} and will fully guarantee all goods bearing such imprint, no matter by whom sold. Price Lists to be had on application. Sample orders solicited. To be had wholesale only from

56 YONGE STREET, TORONTO.

ZIMMERMAN, McNAUGHT & CO.

— FINE CUTLERY —

We desire to notify the trade that we have been appointed Sole Wholesale Agents for Canada, for the celebrated Cutlery manufactured by Robert F. Mosely & Co., of Sheffield, England. These goods are all manufactured from the best double refined shear steel and are guaranteed to be equal in finish and quality to any cutlery manufactured in England, while the prices will be found much lower than that of other first-class makers. R. F. Mosely & Co. make a specialty of the following lines, viz.: Bone, Ebonite, Patent Ivory, Hard Rubber and Ivory Handled Cutlery, the newest American patterns. They are also manufacturers of the celebrated

COMBINATION CARVER AND KNIFE REST.

This double guard and knife rest is made all in one piece, and is the cheapest, strongest, most durable and elegant invention of the kind ever offered to the trade. Letters Patent have been secured for this invention, and any person found selling imitations will be prosecuted according to law. These goods will be found the most saleable of any in the market, and are guaranteed to give satisfaction.

TO BE HAD WHOLESALE ONLY FROM

ZIMMERMAN, McNAUGHT & CO.,

MANUFACTURERS' AGENTS,

56 Yonge Street, TORONTO, ONTARIO

Z., McN. & CO. would also direct the attention of the Trade to the fact that they keep always on hand a large and complete assortment of Electroplated Butter Knives, Pickle Forks, Fish Carvers, Fish Eaters, Dessert Sets, Children's Sets and Case Goods of all kinds. These are all of the best Sheffield make, and are guaranteed equal to any goods of the kind imported into Canada.

THE TRADER.

TORONTO, ONT., NOVEMBER, 1879.

tribute free to every Jeweler and Hardware
part in Canada.

ADVERTISING RATES:

\$20.00 each issue.
12 to 14
5.00 "
Average 8 cents per line "
discount of 25 per cent. will be allowed from
above rates for yearly contracts. All adver-
tisements payable monthly.

business and other communications should
be addressed to

"THE TRADER PUBLISHING CO.,
Box 835, Toronto Ont.

Better Times.

From what we see around us we cannot
but feel that our country has entered
a new and prosperous era in its
history. On every hand we see signs of
revival in trade, and the feeling amongst
manufacturers and merchants is more
optimistic than it has been for many a long
time.

As we pointed out in an article in
the September number, the natural con-
sequence of this revival of trade in all
branches is an increase in the price of
most staple goods. In no branch
of business has this rise been more mark-
ed than in hardware goods, which have
advanced from ten to sixty per cent. on
average prices. In some lines manufac-
turers do not know what to ask, and re-
fuse to give quotations for advance or-
ders. With wheat and all other produce
at present prices, our farmers will be
in a position to pay off their old scores,
which should enable the retail dealer to
sell at the same.

The outlook is bright, and we trust
that in the good time coming our busi-
ness men will be able to make up for the
period of depression when it was all work
and no pay.

Customs Dispute.

The misunderstanding between the cus-
toms Department and the importers of
Electro Silver-plated Ware, referred to
in our business notes of last month, still
remains unsettled. The tariff, as at pre-
sent enforced by the Customs Depart-
ment, is interpreted to mean forty per
cent duty instead of thirty per cent. as
intended, which is practically prohibitory
on the importation of these goods
concerned. The injustice of the case
lies in the fact that the Department
refuses to notify the importers that the ad-
ditional duty would be exacted until most

of the goods had been sold, and that at
old prices which, when taking the in-
crease of duty into consideration, left
them entirely without profit on the trans-
action. The importers contend, and
very fairly so, that the Customs Depart-
ment should have notified them, before
they passed the goods at all, what rate
of duty was to be levied on them, and
not have waited until the goods were sold
before making a demand on them for
extra duty.

On the principle that "the king can do
no wrong," this action of the Govern-
ment may be justifiable, but we know of
no clause in ordinary commercial moral-
ity that could sanction such a proceed-
ing. The importers claim that had they
known in time that the Government in-
tended to exact forty per cent. of duty
on these goods, they could have raised
the price and thus saved themselves from
loss. As it is, they contend that the
department gave them no chance. They
claim that they are buying goods at ex-
actly the same figures now as they did
last year, and that if allowed to pay duty
on them at the prices at which they buy
them, the Government would collect
seventy per cent. more duty than former-
ly, as the law is at present enforced the
Department collects one hundred and
twenty-five per cent. more duty than be-
fore the change in the tariff. No doubt
the Government has a perfect right to
levy as much duty on any class of goods
as they chose, and if to carry out their
ideas of a National Policy they are will-
ing to sacrifice their revenue by induc-
ing the manufacturers to come here, im-
porters cannot justly complain. They
must adjust their trade to meet their al-
tered circumstances in which they find
themselves; but it is manifestly an in-
justice for Government to demand extra
duty on back entries which were passed
and the goods disposed of, before the im-
porter was notified of any such interpreta-
tion of the tariff.

The N. P. and E. P.

If the National Policy has done noth-
ing else, it has developed in our midst a
new industry in the shape of Electro
Silver-plated Ware. In olden times our
supply was obtained from England, but
of late years the American manufacturers
have so far out-tripped their transatlan-
tic rivals in the essentials of finish, de-
sign and price, that they have had a
practical monopoly of the Canadian mar-
ket. The excessive duty of thirty per

cent. levied by the present Government
has had the effect of inducing two of the
leading manufacturers of the United
States to locate branch factories in Can-
ada, and will no doubt revolutionize the
trade as far as importation is concerned.

These firms are Messrs. "Simpson,
Hall, Miller & Co.," of Wallingford,
Conn., and "The Meriden Britannia
Company," of West Meriden, Conn., and
employ in their factories in the States
upwards of eight hundred hands. The
firm of Simpson, Hall, Miller & Co.
have located themselves in Montreal,
where they have leased a large cut stone
building, 40 x 100, and six stories high,
which they have fitted up in a most com-
plete manner—their plating room, ma-
chinery and equipments being fully as
good, as far as their capacity goes, as in
their Wallingford factory. Their em-
ployees are mostly skilled hands from
the Wallingford factory, who have been
with the Company for years, and there
is no reason why they should not be able
to turn out as fine quality of work here
as they have been accustomed to do at
home.

The Meriden Britannia Company's
building, in Hamilton, is also said to be
very complete for its size, and will no
doubt afford the Company every facility
they require for manufacture.

The only apparent draw-back to the
success of the business in Canada is the
limited extent of our market, but no
doubt this will in time be overcome by
the cultivation of an export trade. The
immediate result, however, of their estab-
lishment here will be the reduction of
Electro-plated goods to the prices that
ruled before the change of tariff.

Accommodation Paper.

Although the absurdity of retail deal-
ers giving accommodation paper to whole-
sale houses with whom they deal, has
often been exposed, facts are continually
coming to light which shew that the
warning cannot be too often repeated.
A few days ago at the Cobourg assizes,
Montgomery, the Port Hope jeweler and
forger, when being sentenced, stated that
his forgeries had been induced by his
need of money with which to take up the
accommodation paper given by him to
the firm of J. G. Joseph & Co., of Toron-
to, who had become insolvent and unable
to redeem them. Although this is not
the slightest excuse for forgery, it is
another proof that there is a great deal
more of this kind of thing done than most

people are aware of. It is a well known fact that a good many firms are in the habit of getting notes from their customers, for which no value has ever been received by the maker, thus bolstering up a rotten business long after it has become practically bankrupt. When the after-clap comes and the firm is declared insolvent (which in fact they have been for months previous), people read the list of victims of this kite-flying system, and say they have their sympathy. If they were bluntly told that they had been a parcel of fools, and that the result was but a certain consequence of their own folly, it would be but the truth, and probably do these victims of misplaced confidence more real benefit than the pleasant but misdirected sympathy of which they are generally the recipients. "But," says one of the victims, "although we knew well enough that it might be dangerous, we couldn't very well help it; the wholesale house we were dealing with asked us to give them our note as a favor, and as we sometimes require favors from them, we could not refuse, although we knew well enough we had never received value for it, besides, they assured us that it would never trouble us as they would take it up themselves when due." A more absurd argument than this, when you come to analyze it, could hardly be imagined, for in the first place none but a weak house would ever ask or require to use accommodation paper. The very fact of a house being compelled to ask their customers to lend them their names on which to raise money, ought to be proof positive of its financial weakness, and in itself the very strongest reason for refusing it. It is true they may take up the note at maturity, so that their customers are never troubled about it at all, but this apparent security and freedom from risk only makes the danger greater, by inducing recklessness on the part of the dealer, who argues that if he can put the wholesale house he deals with under an obligation to him by so "cheap" a favor as simply signing a note, it cannot be a bad investment. When the assignee is in possession of the estate, and the dealer is officially notified by the bank that they look to him for one hundred cents on the dollar for the amount of his accommodation note, he begins to realize that he will have to pay pretty dear for his whistle, but unfortunately for him this knowledge comes too late to be of use.

The case with which wholesale dealers in fair credit, can discount even inferior

paper is often a great incentive for unfortunate or unprincipled men to resort to the use of notes obtained in this way, but the danger would be greatly lessened if all the retail dealers could be brought to understand and believe that with the aid of a good financier and a judicious use of accommodation paper, a business utterly rotten to all intents and purposes can be floated on for years. In the end it must go down in the maelstrom of bankruptcy around which it has been so long circling, but until the crash comes it presents to the unthinking outsider a fair but deceitful appearance.

Our advice to all dealers, whether wholesale or retail, and we cannot too strongly emphasize it, is, have a watchful care with whom you deal, especially in this matter of accommodation paper; rest assured that a house that has to ask for it is a weak house and ought to be shunned. *Never give your paper to any firm unless you owe them the money and have received value for it.*

The Montgomery Case.

J. A. Montgomery, the Port Hope jeweler, who was convicted of forgery at the Cobourg assizes, has been sentenced to two years in the penitentiary, a remarkably light sentence considering the nature of the offence and the character of the man who committed it. Montgomery was very profuse in his professions of sorrow for his misdeeds and a desire to redeem his good name, and seems to have worked on the good natured judge, who had the ruling of his sentence. Without wishing to judge a fallen man too harshly, we may be pardoned if we express the opinion that his apparent repentance was more for the sake of having his sentence lightened than any real sorrow he felt for the wrong he had committed. Montgomery is an old stager, and has played the part of a hypocrite too long to be able to change his whole nature at once. About the first thing this penitent thief did when he got to St. Louis, was to join the Y. M. C. Association of that city, and become respectable (?) He told the judge that he had given up all the stolen property, but he forgot to add that he only did so when he found out that he could not make use of it himself, and that it cost nearly \$1400 to get it and him back to Canada. He charges his forgeries upon the failure of J. G. Joseph & Co., of this city, but the fact is, that their failure did not cause him to forge, but only brought matters to a climax with him, and forced him to show himself in his true colors. Recent investigations disclose the fact that these forgeries extended back over a period of nearly five years, which is a direct contradiction of his statement upon this point. Another singular feature of this case is that when Montgomery's stock came to be examined, it was found that there was in it goods which he must have stolen from wholesale houses here, as they were never sold to him; although he was detected in several small transactions of this kind, he was clever enough to pass the matter off and settle it as though it had been an ordinary mistake. The wonder is that any wholesale house who had found

him dishonest even in a petty transaction, would have ever consented to have dealings with him again. Taking the case altogether, it proves Montgomery to be a hardened man, and the sympathy which lightened his sentence seems to us to have been misdirected. If there is one kind of hypocrisy more contemptible than another, we think it is that which uses religion as a cloak under which to commit its sins.

SITUATIONS WANTED.

A S APPRENTICE to Watchmaker and Jeweler. Has had some experience. Address T. H. M., Box 1, Amprion, Ont.

HARDWARE SALESMAN.—A young man of several years experience, a stock keeper; well posted in markets; best of references. Address M. C., 471 Queen's Ave. London, Ont.

ESTABLISHED 1863.



THE LARGEST

CLOCK

HOUSE IN CANADA

BEST AMERICAN CLOCKS.

Prices beyond competition. Price List furnished on application, to the Trade only.

SAMUEL STERN,

WHOLESALE IMPORTER,

31 Wellington, 40 Front St. East,
TORONTO.

DAVID WILSON,

Ornamental and General Engraver

7½ KING STREET EAST,

TORONTO.

Crests, Cyphers, Monograms
and inscriptions of all kinds
of Silverware, etc.

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

FIRST PRIZE GOLDSMITH'S WORK AT TORONTO INDUSTRIAL EXHIBITION.

P. W. ELLIS & CO.,**g Jewelers & Watchmakers, Importers of Watchmakers' & Jewelers' Supplies,**
DIAMONDS AND OTHER PRECIOUS STONES**NO. 4 TORONTO STREET,****TORONTO.****BEST AND CHEAPEST OIL IN THE MARKET.**

BEAUTIFULLY

UNIFORM IN QUALITY,

EAR AND BRILLIANT.

AND

STANDING ALL TESTS.

THOROUGHLY RELIABLE.



SOLE AGENTS FOR CANADA.

This oil is now handled exclusively by the leading supply houses in England, France, Switzerland and the United States. Give it a trial and we are assured you will use no other. Special close figures per dozen.

Sole Agents for Ontario for the No Plus Ultra Dust-Proof Nickel Plated Keys.

No. 9.

BENCH KEYS, in sets of 6, 4 and 3.



No. 10.

Style P, Nickel Handle.



The key pipes are all warranted to be made of the finest quality of steel; one great advantage this key has over all others is the mortice through the pipe, making it the most simple and thoroughly dust and moisture proof, as well as the cheapest key in the market. Sizes run from 1 to 12: 4, 5 and 6 fit Agents' American Watches and No. 9 Ladies' American. We supply these keys at same prices as sold by manufacturers in the United States. Dealers will see at once the advantage of the name keys as an advertising medium.

We have just received direct from the manufacturer full lines of materials, tools and general supplies, and have now the most complete and fully assorted stock in the city. All orders will be carefully and promptly executed. Just received the sole agency of the celebrated Schon Piercing Saws, full lines of best sizes in stock.

P. W. ELLIS & CO.

N. B.—Would respectfully ask the trade to send in their Christmas orders for manufactured jewelry work as soon as possible in order that there be no delay or disappointment.

Repairing of all descriptions carefully and promptly executed.

Business Notes and Comments.

IN OUR last issue, the printer made us say that Mr. H. A. Field, hardware merchant, of Brockville, was dead. It should have been Mr. R. A. Field, his brother, also a hardware merchant in the same place.

WE are sorry to learn that Mr. W. H. Davey, jeweler, Chatham, has been visited with very severe domestic trouble lately, having lost his wife, child, and brother-in-law, within a few days of each other. He has the sympathy of all his friends in his bereavement.

LONDON & PARIS HOUSE, TORONTO.—This house, which has seen a good many changes during the past few years, has again been brought under the auctioneer's hammer. This time the stock brought 50½ cents on the dollar, which is a very good price for it, considering the way in which the goods were bought.

As an evidence of the "better times" in the United States, we may mention that the Waltham Watch Company have issued a circular notifying the trade that in future they will charge five per cent. advance on old prices on all silver cases of their manufacture. No doubt their example will be followed by the other case makers in the States.

THE stock of Montgomery the Port Hope jeweler, was sold at auction last week, and realized fifty-seven cents on the dollar, which was an exceedingly low price, considering the quality of the stock and the way in which it had been kept. The purchaser was Mr. A. Campbell, the well-known jeweler of Hamilton, who ought to make a good thing out of it.

THE retail merchants, we are glad to see, have begun the collecting campaign. Here is the manifesto issued by one of them in Port Hope: "If all accounts due me are not settled by the first of November, there will be wigs on the green. This two or three year credit business is played out, it's behind the times. I mean business and you had better settle at once either by cash or I. O. U."

THE store occupied by J. W. Gibson, jeweler, Rondeau, Ont., was destroyed by fire on the 23rd October. The building, which was owned by T. C. Ford, furniture dealer, was insured, but Mr. Gibson had no insurance on his stock, and will lose heavily. Such experiences as these should teach people that insurance is not a luxury, but a necessity, and that no prudent business man can afford to do without it.

As a striking example of the "jump" in prices which metals have taken, we hear of a purchase made in Montreal last month of 100 tons Eglinton pig iron, which had been brought out in ballast, at \$14 per ton 30 days, landed on the wharves. The thirty days expired on Saturday last, and on the following Monday the iron, which had this cost \$1,400, was sold for \$2,500, a profit of \$11.00 per ton, inside thirty two days.

MILICHAMP, the well-known show case maker of Toronto, had a narrow escape from being burned out last week. Through the efforts of the fire brigade the conflagration was extinguished before the building sustained any great damage. Mr. Milichamp's loss arises principally from flooding by water and will not exceed \$800 in all. This accident has not stopped his business, as he informs us that he is going on all right again, and is prepared to execute orders as usual.

It is computed that the recent rise in prices

will make a nett gain to the Province of Ontario alone of not less than \$4,000,000 on its wheat crop, and \$6,000,000 on other grains, over and above what it would have derived from them at prices ruling a few weeks ago. If this be so, and we see no reason to doubt its accuracy, our farmers and retail merchants ought shortly to be in a position to "square up" their accounts, and put their business on a more secure footing.

MATRAMONIAL HUM.—We don't know whether it is the effect of the N. P., or the revival of business, but we observe an unusual activity in the matramonial line amongst our jewelers. During the past month three well known members of the craft have gone into this style of partnership; A. W. Pringle, of Port Hope, C. Drew, of Orillia, and A. S. Murray, London. If not too late, THE TRADER offers its congratulations to them, and trusts that this venture may be the most successful they ever undertook.

ELECTRO PLATED WARE AND THE CUSTOMS.—The Customs Department have decided that they will not allow American electro plate to pass at the price at which it is sold to Canadian dealers, and that they will charge extra duty on any reduction below 40, and 5 per cent. from the American standard lists. As this really amounts to 40 per cent duty, it is practically prohibitory as far as American manufacturers are concerned: The shrewd Yankee has met this by starting plating works in Canada and thus keeping the trade.

MR. LAWRENCE SMITH, the Toronto agent of Messrs. Shorey & Co., Montreal, and formerly Vice-President of the Commercial Travellers Association of Canada who was arrested for the murder of W. J. Turner of this city, has been acquitted, the medical evidence tending to show that Mr. Turner died from an abscess on the brain and not from the blow supposed to have been given by Mr. Smith. Mr. Smith throughout this sad affair has had the warmest sympathy of his fellow travellers who are unanimous in expressing their joy at his acquittal.

AN AMERICAN GENIUS has just invented a watch intended for a present from a lover to his sweetheart. It runs all right during the day, but takes from 7 p.m. till 3 a.m. for the hand to get round so as to indicate 10:30. A Jacksonville, Florida, man, however, is reported to have purchased a lover's alarm clock that works like a charm. At ten o'clock it strikes loudly, two little doors open, and a man with a dressing gown and cap on glides out, holding in his hand a card inscribed "Good Night." As he bows and smilingly retires back into the clock, the young man takes the hint, says "Good night" to the fair daughter and departs.

THE six months credit business amongst the hardware trade seems to be about on its last legs if we can judge from appearances. In January last, the principal hardware merchants of Montreal determined that nails, window glass, cordage, paints and oils, should be sold on four months time instead of six as heretofore, and last week they decided to place pig iron in the same category. It seems now that some of our Toronto hardware men are going one better, as one firm at least has notified its customers that in future the terms on all their goods will be strictly four months. This is a long stride in the right direction, and the firm deserves credit for it.

W. COLWELL, jeweler and fancy goods dealer, of Montreal, who got an extension from his creditors

in May last, has lately been put into insolvency. At a meeting of his creditors last week he effected a settlement at sixty cents on the dollar of his liabilities, secured. It is said that his creditors numbered one hundred and twenty-seven; and this is so it is no wonder he found it difficult to get along smoothly. A good many of them sue him on overdue accounts, and Mr. Colwell blames the cost of these suits and a heavy interest account for his present predicament. It is to be hoped that Mr. Colwell, who is very hard-working and energetic, will be able to pull through on this settlement.

THE bankrupt stock of J. B. Parks, jeweler, Belleville, is now being sold at auction in Toronto. Parks, it will be remembered, cleared out last spring taking with him nearly all the valuable stock he had. It was a Montgomery case on a smaller scale minus the forgery. Park's intentions, however, were equally as honorable as those of Montgomery, and although he has saved himself from the clutches of the Canadian law, he has ruined his prospects for life. It is a pity that the laws of both Canada and the United States could not be amended, so that criminals of this description could be extradited as surely as for murder or other kindred offences. It would deter a man of this kind from attempting such escapades. The estate paid the creditors the handsome dividend of eight cents on the dollar.

THE case of R. Knox, the would-be insolvent jeweler, of Wingham, has been settled at last by Knox agreeing to pay one hundred cents on the dollar, which includes expenses. This settlement will give the creditors eighty cents on the dollar on their claims, the other twenty cents being eaten up by assignee's fees, etc. A more deliberate attempt to swindle creditors out of their money than this has never been perpetrated, as we believe. Knox came to Toronto a few months ago and offered thirty cents on the dollar. His creditors put him in gaol, and on his release he decamped to Uncle Sam's dominions, where he stayed until the settlement on the above basis was negotiated. The fact that he can yet pay in full every cent of his indebtedness proves conclusively that it was a deliberate attempt to swindle. The fact that his plan miscarried does not entitle him to sympathy, but only serves to prove that "the way of the transgressor is hard."

BUSINESS CHANGES FOR OCTOBER.—Thos. Driffl, hardware, Bradford, Ont.; style now Thomas Driffl & Sons. J. R. Jennett & Co., crockery, etc., Halifax, N.S., have sold out to J. A. Matheson. Blackwood & Dunsbaugh, manufacturers' agents, Toronto, dissolved; style now T. F. Blackwood. Percy & Stewart, paints and oils, Toronto, dissolved; business now under the style of Sanderson Percy & Co. Geo. Barber, hardware merchant, Guelph, Ont., dead. Alf. Rowland, crockery, etc., London, Ont., store closed and stock advertised for sale. George F. Croskill, jeweler, Halifax, N.S., burned out. C. H. Gallant, jeweler, Shediac, N.B., burned out. T. Gallant, jeweler, Shediac, N.B., burned out. T. W. Gibson, jeweler, Rondeau, Ont., burned out. N. L. Piper & Sons, tins and house furnishings, Toronto; old store burned out, but have rented another store and are carrying on business as usual. During the past month attachments have been issued against the following merchants: W. B. Broughner, hardware, Ridgetown, Ont.; David W. Leckhart, tins, etc., Richmond, Que.; Wm. Colwell, jeweler and fancy goods, Mitchell, Ont.; R. T. Crawford, jeweler, Woodstock, Ont.; Samuel Wheeler, jeweler, Dunnville, Ont.

W. M. COOPER,

MANUFACTURERS' AGENT,

—DEALER IN—

RIFLES, GUNS, AND SPORTING GOODS.

Wm. M. Cooper respectfully solicits a visit to his Show Room, No. 23 Front Street West, Toronto, which will be found a full line of Guns and Rifles, etc., with other items of interest to those fond of sports.

Sporting Guns are now so well known in Canada as to require no elaborate recommendation. He has, during his visit to England (on the Canadian Rifle Team, 1879), entered into an arrangement with Messrs. W. & C. SCOTT & SON, for their Sole Agency for the "Dominion of Canada."

He has always on hand a full assortment of Guns of other celebrated makes, viz.: W. W. Greener, George Gibbs, Thomas Turner, Williams & Powell, and other lower grades.



TESTIMONIAL TO W. & C. SCOTT & SON.

GENTLEMEN—

The W. & C. Scott & Son Breech Loader which you furnished me is the best proportioned and most effective gun ever owned or used. Its shooting is perfect, and I have won every contest since receiving it, including my late English matches. You have got my ideas exactly, and I can fully recommend the Scott as the Gun.

Yours truly,

To MESSRS. READ & SON,

Boston, U.S.A.

A. H. BOGARDUS,

Champion of the World.

These Celebrated Guns For Sale only by Messrs. W. & C. Scott & Son's Canadian Agent,

—W. M. COOPER,—

FRONT STREET WEST,

TORONTO, ONT.

The Oldest, the Largest & the Only Reliable Show Case Factory in the Dominion

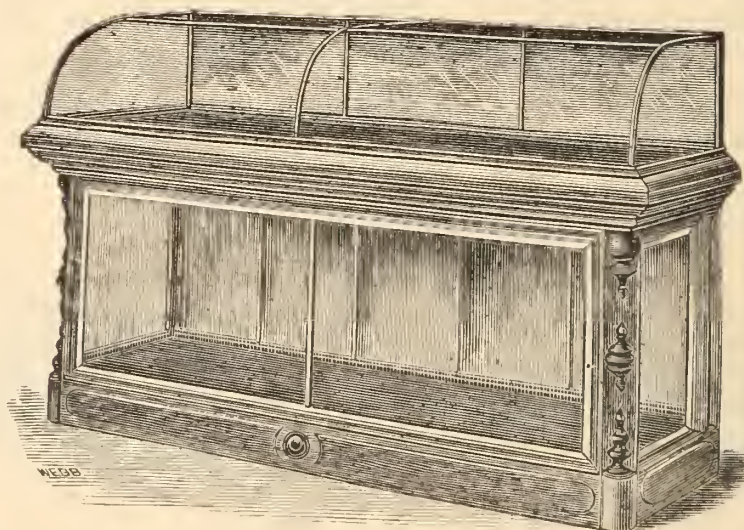
— ESTABLISHED 1859. —

Business depression has had a bad effect on most Manufacturers, but we have been steadily pushing ahead, and to-day our business is better than ever before.

GOOD GOODS AND LOW PRICES

ALWAYS GIVE SATISFACTION.

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FOR
CATALOGUE.



SEND
FOR
CATALOGUE.

W. MILLICHAMP & CO.

STEAM-POWER SHOW CASE WORKS,

29, 31, 33 & 35 ADELAIDE ST. EAST, (ENTRANCE 31) TORONTO, ONT.

MANUFACTURERS OF ALL KINDS OF

Show Cases, in Nickle Silver. Walnut, Ebonized, Silver-Jointed and Plain Cases made to suit customers, from their own designs. Gold, Silver and Nickle Plating in all its branches. Door Plates and Window Bars for Store Fronts.

ALL WORK GUARANTEED.

WOULD RESPECTFULLY SOLICIT YOUR ORDER

W. MILLICHAMP & CO.

The Trader.

"A Journal devoted to the interests of the Hardware and Jewelry Trade."

TORONTO, DECEMBER, 1879.

4

CANADIAN ELECTRO PLATED WARE

In order to protect our Canadian Trade, we have opened a branch factory at Montreal, and have fitted it up with the latest and most improved machinery for the manufacture of all kinds of Electro Silver Plated Flat and Hollow Ware. We have imported a full corps of operatives from our main factory at Wallingford, Conn., U.S., which will enable us to turn out goods equal to any manufactured in the United States. The branch factory is under the personal supervision of Mr. G. W. Hull, who has long been recognized as one of the most experienced and practical Managers of this kind of manufacture in the United States; this in itself will be a sufficient guarantee that all the work turned out of the Montreal factory will be fully up to the standard, both in Quality and Finish.

IN HOLLOW WARE

We will as usual make a full assortment, including all the latest novelties. These goods will be found fully illustrated in our new catalogue, and are warranted to be equal to any goods of a similar kind manufactured elsewhere. All our goods bear our own Trade Mark and name, and are guaranteed to be first-class in every particular, no matter by whom sold.

IN SPOONS, FORKS

And other Flat Ware we will continue to manufacture goods worthy of the high reputation we have attained and can recommend them as being equal to any goods in the world. They are all heavily plated with a coating of pure silver, from 10 to 20 per cent. heavier than the regular market standard, upon a base of 18 per cent. Nickel Silver, and are all hand-burnished, and finished equal to sterling silver goods. We are prepared to furnish them either in Plain or Fancy Patterns, in Extra, Double, Triple and Quadruple Plate. Each Spoon and Fork has the quality plainly stamped upon the back, and every dozen is warranted by special guarantee wrapper. Full particulars as to patterns, etc., will be found in our illustrated catalogues.

SIMPSON, HALL, MILLER & CO..

MANUFACTURERS OF FINE ELECTRO PLATED WARE,

Wallingford and Montreal.

SPECIAL NOTICE.

We also desire to notify the Trade that in order to meet the wishes of our western customers, we have entered into arrangements with

MESSRS. ZIMMERMAN, McNAUGHT & CO.,

Toronto to act as our Sole Wholesale Agents for the Province of Ontario, and will hold at their Warehouse, 56 Yonge Street, Toronto, a full stock of our leading lines, both in Flat and Hollow Ware, which will enable them to fill orders on the shortest notice. They will supply our goods at the same price from Toronto, as if sold direct from the factory, and will furnish prices and Illustrated Catalogues free to dealers on application. Dealers in Ontario will please address enquiries to Zimmerman, McNaught & Co., Toronto.

SIMPSON, HALL, MILLER & CO.,



FIRST PRZE GOLDSMITHS' WORK, INDUSTRIAL EXHIBITION, TORONTO

P. W. ELLIS & CO.,

Manufacturing Jewellers and Watchmakers to the trade, importers of Fine Watch and Clock Materials, Tools, Crucibles, Tripoli, Rouge, Alloying Copper, Diamantine, Boxwood Sawdust, Polishing Lathes, Buffs, Brushes, Brass Wire End, Matting and Scratch Brushes and the justly celebrated Schon Piercing Saws in all sizes, the only kind used in our factory, where they are being thoroughly tested every day. Sole Agents for Wm. F. Nye's Watch, Clock, Chronometer and Sperm Oils, the Sperm Oils being especially adapted for Sportsmen's Guns, Sewing Machines and all delicate machinery.

Kendrick, Davis & Co.'s Ne Plus Ultra Dust Proof Nickle Watch Keys, which are universally sold throughout the United States, and acknowledged to be the best and most durable key made; in stock, both bench and pocket sizes. Sizes 4, 5 and 6 fit American Gents' Watches—9 Ladies'.

We purpose keeping on the road, at all times, a complete stock, from which the trade, when called upon, can personally select their requirements, and in the interval, any orders by mail will be carefully selected by a practical man, with the purpose of meeting the full necessities of the trade, and avoiding the accumulation in our customers hands of dead or useless stock. Our stock is bought direct from the manufacturers in Switzerland, and is always fresh and in good condition—as we positively refrain from dealing in job lots of poor material to get low prices, and our prices will be found as low as good material and a reasonable profit to ourselves will allow.

In stock, Locket Glasses, Watch Glasses—one-fourth, quarter and sixteenth sizes concave, half-concave and demidial down to size one by guage.

Our Watch Repairing Department receives the most careful attention. Hoping by painstaking and good work to secure and keep your custom we would respectfully solicit a trial in that line. Turning a speciality.

Jewellery Department. Here at all times can be found a complete stock of Diamonds—Brilliants and Rose, Rubies, Emeralds, Pearls, Opals, Amethysts, Bloodstones, Onyx, Topas, Torquois, Carbuncles, Garnets, Corals, Cameos, Engraved Stones and all kinds of Imitations. We have again enlarged our factory and increased our staff, and are building up a reputation for the finest class of work.

Manufacturers of Gold Chains. Albert, Long, Opera, Brooch, Leontine, Chatelaine, Tassel Chains. Necklaces, Solid and Hollow, in every design and any weight. Jewellery repaired, matched or made to order. Coloring, Gold and Silver-plating, Chasing, Engraving, both Silver, Gold or Stone, Enamelling and Diamond Setting. All classes of work made by experienced workmen who make a specialty of a particular branch of work. Estimates and designs furnished of Badges, Medals, articles for presentation or other purposes. In plain rings we stamp the name of the customer ordering, free of charge which the trade will at once see the advantage of as an advertisement and guarantee of the quality represented. Thanking the trade for their past custom and soliciting a continuance of your liberal support.

We remain, yours respectfully,

P. W. ELLIS & CO.

N.B.—Raised Gold Monogram Lockets, and Single Stone Diamond Gypsy Star Set Rings made to order.

ELLIS' SILVER PLATE POLISHING FLUID.

For cleaning Gold and Silver-Plate, Jewellery, etc. Being made on Chemical principles, this preparation removes the tarnish and restores the lustre without wearing the surface of the metal, and requires no labour and very little time in using it, the directions being simply to apply with a piece of soft clean cotton or canton flannel and remove when dry with chamois leather or a soft brush. The trade will find it invaluable for keeping their stock of Electro-Plate in order. Price 25 cents per bottle; send for price lists. This fluid is neatly put up in boxes of one dozen bottles, ready for shipment. A liberal discount allowed to the trade. Prepared only by ELLIS & CO., Jewellers, Toronto. For sale by all Jewellers.

P. W. ELLIS & CO.,

Toronto, Ont.

THE TRADER.

TORONTO, ONT., DECEMBER, 1879.

Distributed free to every Jeweler and Hardware Merchant in Canada

ADVERTISING RATES

1 Page. . . . \$20 00 each issue.
 1/2 Page. . . . 12 00 "
 Quarter Page. . . . 5 00 "
 All Advertisements, 5 cents per line "

Discount of 25 per cent. will be allowed from above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

"THE TRADER PUBLISHING CO.,

Box 835, Toronto, Ont.

Special.

We desire to draw the attention of manufacturers and wholesale merchants to the fact that we offer the best medium for advertising their goods to the hardware and jewelry trade, of any paper in Canada. Our circulation is guaranteed to be every hardware merchant and jeweller in the Dominion of Canada. We do not circulate our paper outside of these trades, and every dealer in either business is bound to get a copy every month, as we send to them free of charge, postage paid.

Manufacturers or wholesale dealers who want to advertise to the trade will also see that we offer them a "Trade" circulation, larger than any one or two papers in Canada, while our rates are very much lower than those given by ordinary newspapers.

The Tilley Boom.

For the past few weeks our present Minister of Finance has been inspecting the operations of our manufacturers in various parts of the Dominion, in order to ascertain how the working of the present tariff affects their various industries. That an action so unprecedented on the part of a Cabinet Minister should evoke both ridicule and praise, we were fully prepared to believe, as it was only natural to expect that the political organs should be guided solely by party instincts and desires.

Being entirely a mercantile journal, we are free to pass our unbiassed opinion upon "The Tilley Boom," as the Finance Minister's opponents have characterized his action, and we must confess, that whether Sir Leonard Tilley's protective

policy be right or wrong, it is refreshing to see a man in such a prominent public position so desirous to post himself as to the actual working of the tariff which he was mainly instrumental in framing. We think his action deserving only of the highest commendation. One thing is certain, he has proved himself accessible to persons of all kinds, and always ready to listen to grievances, whether real or fancied. In this respect, at least, he presents a strong contrast to his predecessor, who was, it is said, almost unapproachable, and deported himself more like a master than a public servant, as even Cabinet Ministers are.

These visits of the Finance Minister will be of great practical use to him in his revision of the tariff, for there is not the slightest doubt that it will be amended during the coming session of Parliament, and a great many of its present defects remedied.

Adequate Fire Insurance.

Since the burning of the magnificent block of Messrs. D. McInnes & Co., of Hamilton, several of our banks have been giving the matter of adequate fire insurance special attention. They seem to take the view, and we think their position is a sound one, that their customers in business should keep their stocks fairly, if not fully, insured, so that in case of absolute loss by fire they would not be placed in the unenviable position of the firm referred to above, and compelled to ask the forbearance and generosity of their creditors. We think this action of the banks not only wise and prudent, but timely, and we would especially direct the attention of the retail trade to this phase of the insurance question, and ask them to give it their serious consideration. No merchant, to-day, disputes the claim that he ought to be insured, not only for his own benefit, but also for the benefit of his creditors, to whom he is morally bound in this respect. The general excuse for inadequate or non-insurance, is neglect. We cannot too strongly impress upon our readers the fact that adequate insurance in some good, sound company is a positive necessity. The firm of D. McInnes & Co. had long and justly been regarded as one of the strongest houses in Canada, yet this very neglect of adequate fire insurance was the rock upon which they split. They simply committed the mistake of not sufficiently insuring their

stock, but the error almost proved fatal to their business. We trust that our merchants will give this matter their earnest consideration, and if they are not fully insured, let them become so at once. If the wealthiest cannot afford to become their own underwriters, it stands to reason that to the average man of business adequate insurance is a matter of vital importance, and should be delayed no longer than it takes to find out the amount of stock and get the policy properly executed.

Our Insolvency Laws.

The present Insolvent Act expired last spring, and has only been kept in force by the vote of the Senate, which vetoed the action of the House of Commons in defeating the Government measure introduced in its stead, and abolishing the Insolvent Act altogether. The feeling amongst our business men in general, was one of relief, as we think it is the general opinion that, bad as the present Insolvent Act is, it is better than none. How much better, if any, we would not care to say. Of one thing, however, there cannot be the slightest doubt, it wants reforming, and that thoroughly. The new Insolvent Act introduced into the Commons last session, was defeated by that body, who, although ready and willing to annul the existing arrangements, had apparently not given the subject sufficient consideration to enable them to improve on it. What we want is an Insolvent Law at once, *simple, expeditious and cheap*, three qualities which are wholly lacking in the present Act. Without wishing to prejudice in any way the legal profession, we are strongly of the opinion that they do not possess a monopoly of all the brains in the Dominion, and we see no reason why, in legislating on such matters as this, which are purely commercial, merchants whose ability and experience should entitle them to some consideration, should be almost altogether ignored.

We think it would be well if our Boards of Trade would take the matter up at once and unite in drafting out for the guidance of the Government, their ideas of what should be embodied in such an Act. Such action on their part would shew what the merchants, who are more directly interested than any other class, think of this question, and their endorsement of any such scheme could not but act as a powerful help to the Government in solving what now ap-

pears to be a knotty question. One thing is certain, if our merchants do not take action in some such way, and give the Government an idea of the changes they think desirable, they will only have themselves to blame, if when a new Act is framed it is found unsuitable to their wants. The time between this and the meeting of Parliament in February is not too long a period in which to ventilate this subject thoroughly, and we should be glad if the Toronto Board of Trade, who have recently been holding special meetings for the purpose of considering live trade questions, would also deliver themselves upon this subject. As the law at present stands, it is indirectly an incentive to dishonesty on the part of the dealer, who often thinks he can make money by threatening to go into insolvency unless his creditors accept his offer of a compromise, while on the other hand it tends to make the wholesale dealer accept the compromise, which under a cheaper and more efficient law he would at once reject. The general feeling amongst the wholesale trade of Canada is one of protection to the honest retailer, but when in case of an offer of composition from a dealer who is even known to be dishonest, it comes to a matter of dollars and cents, his pocket often affects his judgment in the matter. This result is hard on the honest dealer who, in spite of hard times and severe competition, made all the harder by the easy way in which insolvents get possession of their estates, manages to pay one hundred cents on the dollar; but it is a legitimate outgrowth of our present insolvent system.

In nearly every case of which we know where the insolvent has made anything like a reasonable offer which has been rejected by the creditors, subsequent events have proved that they would have been much better off to have accepted the offer in preference to putting the insolvent out of business. The country is so full of "Official Assignees," those hybrid legal-commercial caterpillars on the mercantile leaf, that very few of them can get enough business to make it remunerative without making what they do have "pan out" all it can stand. Instead of the indiscriminate appointment of a host of supporters, merely for the sake of giving them an office to keep them quiet, the Government should limit the number, so that unless the country became more than usually prosperous, they could make a living without having to exact such exorbitant fees. If this were done, and the Insolvent Act simplified and cheapened, estates could be wound up for one-third the present cost, and with fair profit to the Assignee.

As the law at present stands, what with law expenses, commissions, Inspectors, Assignee's fees and expenses, the wonder oftentimes is that there is anything left to divide amongst the creditors at all. We were shewn a few days ago a copy of a "First and final dividend sheet," that so nearly fills this bill that

we think well to publish it *in extenso* for the benefit of our readers:

Total amount of claims (unsecured)....	\$2,373 04
RECEIPTS.	
To amount received for stock	\$513 21
" " " account	1 00
Total.....	\$514 21
EXPENSES.	
By Paid Preferred Claims.....	\$292 85
" Law Expenses	34 69
" Official Assignee	75 00
Assignee's Expenses	42 66
" Commission	25 71
Discharge	5 00
Inspector's Fees	20 00
Dividend	11 81
Balance	6 43
Total.....	\$514 21

The unsecured liabilities amounted to \$2,373.04, and amongst the seven creditors represented by this amount, there was divided the handsome sum of \$11.87, or *one-half a cent* on the dollar. For a small estate, realizing only \$514.21, it seems absurd to think that it should cost \$203.06 or 40 per cent. of the whole amount realized, in order to divide the balance of \$311.15, or more properly speaking, the \$11.87 (for the secured claims didn't need looking after) amongst the seven creditors. Such, however, is the effect of the present law, and it is no wonder that in view of such results, creditors are unwilling to let an estate get into the assignee's hands. As a rule, they prefer, like the unjust steward, letting the money go where it may do them the most good; from the insolvent, if well treated, they may recoup themselves by further trade, but they have nothing to expect from the Assignee. If the law were amended as we have suggested, insolvents who fail as a matter of speculation would find it did not pay, as their creditors would put them out of business altogether; this would not only be better for the wholesale merchant, but for the honest retailer as well, because it would in a great measure take away the cut-throat bankrupt stock competition, from which they are at present suffering.

Wholesale-Retailing.

The retail jewelers in the Western States have formed themselves into a "League" for the purpose of protecting their interests, and have resolved that they will not patronize any wholesale houses that make a practice either of selling their goods or distributing their price lists indiscriminately amongst private individuals or dealers in other branches of business. ✓

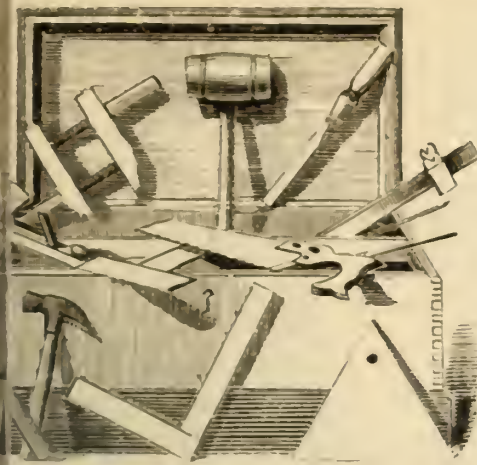
That they are quite right in this decision, no one who is acquainted with the effect which this system of wholesale-retailing has upon the legitimate retail trade, will for a moment doubt. The system is bad in itself, and leads to deceptions on the part of the wholesale dealer practising it that no honorable house ought to stoop to.

No one can blame the consumer for buying at wholesale if he can, but the

wholesale dealer certainly deserves blame for selling his merchandise to this class of trade, while at the same time he pretends to be doing a legitimate wholesale business. Apart from the injustice he does to his retail customer, there is often the further injustice of his cheating the consumer, by leading him to suppose that he has been selling him goods at regular wholesale prices, while in reality he has been charging him retail prices. The wholesale dealer, buying as he does in large quantities, and at first hands, does not get his advantages for the purpose of enabling him to undersell his own customers, but rather to admit of his furnishing them with goods at reasonable prices, and at the same time make a reasonable profit himself. When he violates the ordinary principles of business by making a practice of selling indiscriminately to the public, he cannot wonder that he raises opposition amongst those whose good will he ought rather to cultivate.

So much for this evil; the other matter mentioned, namely the indiscriminate distribution of price lists, is one of greater magnitude, and is one of the greatest curses that has ever befallen the retail trade in this or any other country. In order to extend his trade, a wholesale dealer or manufacturer issues a catalogue of his goods, gives regular wholesale prices and discounts, and scatters them broadcast over the country. True, he claims they go only to "the trade," but with him "the trade" generally means any trade that will buy from him. No matter that his list may be headed, "Strictly private and confidential," or, "For the trade only," they will get out amongst the uninitiated, and the result is that the consuming public in a very short time are nearly as well posted about prices as the trade itself. We have known of cases where a consumer has asked a retail jeweler the price of watches, and then produced one of these strictly private and confidential "price lists, for the trade only," and entering at once into a calculation of discounts, shewed the non-plussed dealer that as his goods only cost him so much he ought to be willing to sell at cost to a person who was so well posted.

In the article of American watches at least, the price list system has made these goods almost unprofitable to the retail merchant unless he has absolutely no competition. We do not desire to be understood as condemning the system of price lists, they are a necessity both to the wholesale and retail dealer, but we must earnestly enter our protest against wholesale dealers must have their price their indiscriminate distribution. If lists, let them look carefully to it that they are supplied to none but legitimate dealers in that line of business, any other way is unfair to their customers, whose interests they are bound to protect if they would be successful. Although we do not think that our retail jewelers in Canada are called upon to form them-



SAMUEL STERN,

Has just received a large stock of

BOY'S TOOL CHESTS,

FOR HOLIDAY PRESENTS.

I will furnish to the trade the above Tool Chests at prices beyond competition—from 33 cents to \$3.60 per set, all good value. The price and dimensions of each set will be furnished only to the trade, on application.

31 WELLINGTON and
40 FRONT STS., EAST,

SAMUEL STERN,
Wholesale Importers,
TORONTO, ONT.

into leagues to check this growing still it is worth their while looking the subject and acting for themselves. And it is that any wholesale house makes a practice either of wholesale selling or indiscriminate distribution of price lists is no friend of the retail they profess to cater for, and ought refused their support.

Business Notes and Comments.

Rolling mills are running full blast new patent furnaces are not found equal to the latter have been kept on.

ST. L. is considerably exercised over the present Act regarding the stamping rights and measures and are going to try and repealed at the next meeting of Parliament.

Clock works of Messrs. Owen & Co., of Conn. U.S.A. which employed over hands, was burned out on the 14th November \$12,000. The fire was caused by a lamp on.

Mitchell agency of the Merchants' Bank withdrawn, and the merchants now have their banking either at Stratford or Seaforth, and trying to get a branch of the Canadian of Commerce in place of the one just left.

CHAS. BELFORD, late editor of the Toronto has been appointed Secretary to the Board of Prayers at Ottawa, in the the room and stead of Young, late of Washington. The change is in many respects and will meet with the approbation of Canadians generally.

Another instance of the "beauties" of the in-mate credit system was to be seen last week as the sale of the effects of an insolvent merchant in Millbank, Ont., when the book debts, amounting to \$1083, were sold at 53c on the \$, and one separate account of \$100 which was sold down at 40c.

T. M. BRYSON, one of the appraisers in the real Custom House, died on Saturday last of heart disease. His loss will be severely felt, not only by his many friends but by a large number who had business dealings with him, the hardware trade in particular. His knowledge of this branch of business enabled him to act as appraiser of goods with great exactitude.

It is said that the inspectors of weights and measures have issued orders warning all dealers that on and after January next, no spring scales will be permitted to be used by dealers. This class of scales is very much used by butchers in private stalls, and cannot be correct as springs which register the weight constantly give way with usage and defraud the consumers.

APPLICATION will be made to Parliament to incorporate the Canada Express Company, doing carrying business in the North-west, Manitoba, Keewatin, and North-west Ontario. This is good as far as it goes, but it should be made to extend its benefits all over Ontario and Quebec. The American Company that runs our express business wants competition as much as the Grand Trunk Railway. It is the biggest kind of monopoly.

MR. A. W. MURDOCH, the well-known official Assignee and accountant of this city has taken up his residence in Winnipeg, and intends carrying on there the business of commission merchant and accountant. Mr. Murdoch has been long and favourably known to the trade here and will no doubt be entrusted with a great deal of business from his many friends in Ontario. We wish him success in his new venture.

THE London and Paris House has undergone another change owing to the collapse of the Consolidated Bank of Montreal. The stock, which amounted to \$48,000, was again brought under the hammer and was purchased this time by Mr. William Laurie, of Montreal, at 50½ cents on the dollar. It is now being run off in the usual bankrupt stock method. The book debts of the concern brought 41½ cents on the dollar.

It is a matter of complaint amongst the wholesale trade in Toronto, that importers in small towns are able to pass their goods at a lower valuation through the customs than the trade here. There is no doubt whatever but that this is true in a great many cases, and as it puts the wholesale importer at a very great disadvantage the custom authorities should at once see to it—that the valuations should be equalized at all the ports of entry in the Dominion.

All classes of goods have lately shown an upward tendency. Last month we noted the rise of 10 per cent on all silver cases of the Waltham Watch Co.'s manufacture, this month we have to record another advance in their watch movements. They have notified the trade, that, from the 25th of November, they will advance the price of their

Broadway and Sterling movements to a figure nearly 30 per cent. above late prices. No doubt this move will be followed by other manufacturers of similar goods.

WE are sorry to notice that our old acquaintance Mr. Alfred Rowland of London, Ont., has been compelled to give up his business owing to the pressure of the times. Mr. Rowland although he has had a hard struggle to get along for some years past has always maintained a high reputation and kept the confidence of his creditors. His stock has been bought for sixty-one cents on the dollar by Messrs. McKay & McIntosh who are now advertising a slaughter sale.

THE Port of Toronto wants a hardware appraiser badly. Until recently the imports of hardware at this port were comparatively small now however, that several of the largest Montreal firms are starting branch houses here, to protect their trade, the volume has increased enough to warrant the Government appointing a practical man to appraise the hardware entered at this port. The present appraiser has far too much work to do, and some younger man should be appointed to take hardware off his hands.

OUR article in last month's issue on accommodation paper, has received rather a forcible illustration since it was written. The *Monetary Times* says: "The following parties in Caledonia are understood to have given accommodation paper to the firm of McQuarrie Thorburn & Munro, recently suspended: Mr. John Howard, shoemaker \$600 and he has transferred his effects to his uncle, Mr. Hannifin, baker, \$1000 has disposed of his property. Donald Kennedy, tailor, \$800. R. Martineau, cooper, \$1600. Jno. McDonald, \$1800. A 'forehanded' general dealer Mr. Shirls lent the firm \$1048, without security, having no use for the money at the time. One's sympathy with a loss like this last is qualified by surprise that a merchant should be so easy-going with his surplus funds."

THE Grand Trunk Railway is, without doubt, a huge swindle. Although the people of Canada have given them millions of dollars to help them to carry on their road, it is a well known fact that we have to pay more for our local freights than the Americans do for through freights. They charge from Montreal to Toronto, by express freight (which sometimes does that distance of 333 miles in ten days) the sum of fifty cents per 100 lbs. J. A. J. they will take goods from Chicago to Portland, nearly four times that distance, equally

as low, if not at lower rates. We suppose they argue that they are sure of home trade because we cannot send our produce any other way, while to get the American traffic they have to compete against the American lines running to New York and Boston. It is competition that lowers the rates to the Americans, and the want of it that raises them to Canadians. Surely this is a strong argument for the immediate building of the proposed line between Ottawa and Toronto; if this were completed we would then have a competing line to Montreal and correspondingly low freights. Competition is the life of trade.

THE Toronto Board of Trade, at a late meeting, which the Minister of Finance attended, took into consideration the practice of the Customs Department in adding 2½ per cent. to the value of all cash purchases, and then levying duty upon the increased amount. The members on both sides of politics seem to have handled the subject without gloves, and no doubt Sir Leonard Tilley left the meeting a wiser man than when he entered it. The general opinion seemed to be that the Government ought not to do anything that would resist the inclination of trade towards cash purchases, as that is the only sound basis on which a successful business could be conducted. That the Government ought to be the first to set a good example in this direction, and the last to throw any obstacles in the way of cash trading, and that it was moving in a wrong direction when it undertook to legislate against the man who paid cash and in favor of the man who bought on credit. This custom increases the revenue but a trifle, and has provoked a great deal of discontent amongst cash buyers, who are generally our best men; and it ought to be done away with at once.

ONE of the busiest "hums" in this or any other Canadian city, and one moreover which was not visited by the Finance Minister when he was in Toronto, on his tour of inspection, was the jewelry manufactory of Messrs. P. W. Ellis & Co. Messrs. Ellis & Co. are enterprising and reliable, and keep the trade fully posted about what they are doing through the medium of THE TRADER; they believe thoroughly in printer's ink, and it seems to pay them. We had the pleasure of being shown through their watch material department and manufactory, a few days since, and were very much pleased to see the skilful and systematic manner in which their business is carried on. They deserve to succeed, because they put not only brains but honesty into their business, and their customers can always rely on getting goods from them that will turn out exactly as represented. At some future time we may give our readers a sketch of the various processes of jewelry manufacture, which we feel sure will be interesting to most of them.

THE estate of H. D. Parkes, jeweler of St. Catharines, Ont., who left this country very abruptly, much to the disgust of his creditors, has just been wound up and a first and final dividend of one-half cent on the dollar declared and distributed amongst the creditors. Between the insolvent and the assignee the creditors fare very poorly, but it may be of some consolation to them to know that if they have not obtained anything substantial from the estate, they can have the honour (?) of being sharers in probably the smallest dividend on record in Canada. This young man is a brother of Parkes the Belleville jeweler, who also absconded about the same time, the precious couple taking

all the stuff they could conveniently get along with them. For some time they bought only for cash or paid for their purchases at such short dates as to be practically the same. By this means they raised their credit, which fact they were not slow to take advantage of, for they at once bought all the goods on time they could, and before the bills became due had skipped across the border and left their creditors in the lurch. The whole operation seems to have been a premeditated swindle, and the only pity is that such a precious pair of scoundrels should be able to go unwhipped of justice because they are at present on the other side of an imaginary line. The sooner our government can make an arrangement with that of the United States for the arrest and extradition of such characters the better. It would be a long step in advance of our present situation, and would afford more protection against dishonest tradesmen than other law that could be put upon the statute book. We understand the Belleville Parkes stayed around the Suspension Bridge for some time and from his safe retreat offered terms to his creditors, which they were unwilling to accept, preferring to sell out the estate and keep such a character out of business. Parkes, on hearing this, disappeared and has not since been heard of. It is to be hoped that we have seen the end of such escapades as those of Knox, Montgomery and the Parkes Brothers. They have all met their deserts, the commercial atmosphere is now considerably purer for the clearance and it is to be hoped that the lesson will not be thrown away.

Business Changes during November.

BURNED OUT.—C. D. Edwards, safe manufacturer, Montreal, Que. Chalmers & Carney, hardware merchants, Winnipeg, Manitoba.

RETIRING FROM BUSINESS.—Henry Brown, hardware merchant, St. Thomas, Ont. Wm. Risdon, hardware merchant, Fingal, Ont.

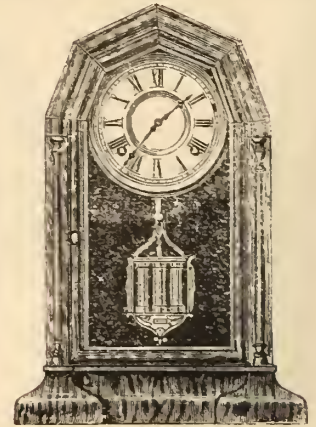
SOLD OUT.—C. Lewis, hardware merchant, Yorkville, Ont. John Risdon, hardware merchant, Wallaceburg, Ont. has sold out to Arch. Gow.

ATTACHED.—John E. Rose, hardware, Kingston, Ont. James A. Brown, hardware, Hopewell Corner, N.B. William Bryan, hardware and tins, Whitby, Ont. James Brown & Bro, hardware, Montreal, Que. Joseph Lavigne, hardware and tins, Riviere du Loup, Que. O. Caron, hardware, Three Rivers, Que.

OTHER CHANGES.—Boyd, Watson & Co., wholesale fancy goods, London, Ont.; dissolved, business will be continued by James Watson and George Boyd. C. & J. Donally, wholesale fancy goods, Toronto, Ont.; given up business and gone to the United States. D. A. Huntley & Co., hardware merchants, Parrsboro', N.S.; dissolved, business will be continued by W. H. Townshend. Wycott & Wellbank, hardware dealers, Pictou, Ont.; dissolved, Wellbank continues business. A. Brownley & Co., jewelers, Ailsa Craig, Ont.; dissolved partnership.

—"Ah! yes," said Mrs. Partington some years ago on February 22nd, as she watched the military pass by. "Ah! yes, Washington is dead, and the worst of it is that his mantel-piece don't seem to have fallen on any man now living."

SAMUEL STERN,



THE LARGEST CLOCK

HOUSE IN CANADA

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz:

**SETH THOMAS, WELCH,
NEW HAVEN, GILBERT,
AND ANSONIA**

I keep these Clocks in every style now manufactured, and shew 180 different varieties of samples. I will sell only to the Trade any of the above makes of American Clocks at prices lower than at house in Canada, and will guarantee to meet any competition either in quality, style, or price.

Prices can be had by the Trade on application, and we guarantee to fill all orders promptly at the prices quoted.

SAMUEL STERN

**31 Wellington, 40 Front St. East,
TORONTO.**

DAVID WILSON,

Ornamental and General Engraver

71 KING STREET EAST.

TORONTO.

**Crests, Cyphers, Monograms
and inscriptions of all kinds
of Silverware, etc.**

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

—On a honeymoon tour recently, the young husband, going across from Dover to Boulogne, was suddenly very strange. "Are you ill, love?" exclaimed the anxious model wife. "O! say, Alfred, be loved, are you ill?" He was afraid of being doubted, and faintly replied, "I think the shrimps I had for breakfast this morning must have been alive."

W. M. COOPER,

MANUFACTURERS' AGENT,

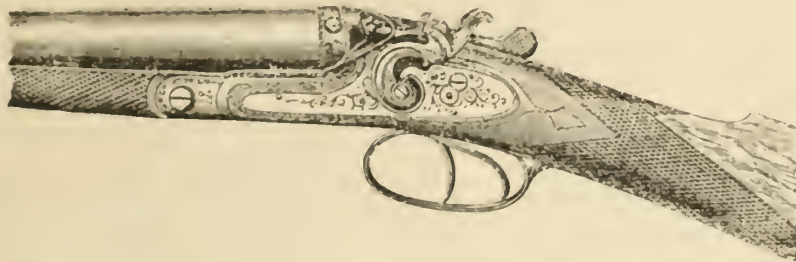
—DEALER IN—

RIFLES, GUNS, AND SPORTING GOODS.

Wm. M. Cooper respectfully solicits a visit to his Show Room, No. 23 Front Street West, Toronto, which will be found a full line of Guns and Rifles, etc., with other items of interest to those fond of sports.

Sporting Guns are now so well known in Canada as to require no elaborate recommendation. He has, on his visit to England (on the Canadian Rifle Team, 1879), entered into an arrangement with Messrs. W. & C. SCOTT & SON, for their Sole Agency for the "Dominion of Canada."

He has always on hand a full assortment of Guns of other celebrated makes, viz.: W. W. Greener, George Gibbs, Thomas Turner, Williams & Powell, and other lower grades.



TESTIMONIAL TO W. & C. SCOTT & SON.

GENTLEMEN—

The W. & C. Scott & Son Breech Loader which you furnished me is the best proportioned and most effective gun I have ever owned or used. Its shooting is perfect, and I have won every contest since receiving it, including my late English matches. You have got my ideas exactly, and I can fully recommend the Scott as the Gun.

Yours truly,

A. H. BOGARDUS,

Champion of the Word.

TO MESSRS. READ & SON,

Boston, U.S.A.

These Celebrated Guns For Sale only by Messrs. W. & C. Scott & Son's Canadian Agent,

—W. M. COOPER,—

FRONT STREET WEST,

TORONTO, ONT.

SHEFFIELD STERLING FLAT WARE.

For ordinary table use amongst those who do not desire to go to the expense of sterling silver or electro silver plate forks or spoons, no metal has yet been discovered that answers the purpose so well as Nickel Silver.

Pure "Nickel" is a hard, brilliant, silver white metal, almost useless when used by itself because of its extreme brittleness, but invaluable as an alloy on account of its wonderful whitening properties.

The "Nickel Silver" of commerce is a compound metal, composed of copper, nickel and zinc and varies in quality according to the proportions of the metals of which it is composed. This metal is put upon the market under various names, but whether it be known as "German" or "Nickel" Silver, "Nickelite," "British Plate" or "Albata Metal," its color and quality depend entirely upon the amount of pure nickel used in its manufacture. The commoner qualities of nickel silver contain from 5 to 12 per cent. of nickel; the better class from 12 to 18 per cent. This latter quality (18 per cent.) is the recognized standard amongst English and American manufacturers of nickel silver spoons and forks, and is white enough to give good satisfaction, especially when electro silver plated. For table use without plating, however, this quality of metal does not contain enough nickel to enable it thoroughly to resist the acids contained in our ordinary food without discolouring; hence we often hear the complaint that nickel goods "turn brassy" after a short period of actual service. In order to enable



THE "TIPPED" PATTERN.

our customers to sell spoons and forks they can conscientiously recommend, we have introduced into the Canadian market as a substitute for the nickel now in use the new metal known in England as "Sheffield Sterling." This metal has been produced only after a great deal of labour and experiment, and contains nearly 25 per cent. of pure nickel, being a larger proportion of that metal than any nickel silver ever before used in the manufacture of table ware. It has always been held that an alloy containing so much nickel must necessarily be brittle. This difficulty, however, has been fully overcome, and the result is a metal, whiter, stronger, and more like sterling silver than any now in use.

In offering "Sheffield Sterling" spoons and forks to the trade of Canada, we believe we are giving them goods that will commend themselves to their customers, not only because they are as low in price as any first-class goods now in the market, but because they are better in quality, finer in finish and more elegant in design. They are all neatly packed in boxes (teaspoons three dozens—other goods in two dozens), and every dozen has a guarantee of the quality printed on the wrapper. This guarantee authorizes the dealer in all cases where these goods prove defective to return them and draw upon us for their invoice value. The fact that the manufacturers are willing to guarantee their goods in this way is a strong proof that they themselves have the utmost confidence in them, and this will be found of great assistance to the retail merchant in selling them to his customers. The cut above shews the style of these goods, and will give the trade a fair idea of the new and improved pattern we are introducing. We keep a full stock on hand of all the different sizes and weights, and are prepared to fill orders at the shortest notice.

Where jobbers wish to give importation orders for large quantities, special prices will be given. We have registered the Trade Mark "Sheffield Sterling," ^{Crown} _{S or X} and will fully guarantee all goods bearing such imprint, no matter by whom sold. Price Lists to be had on application. Sample orders solicited. To be had wholesale only from

56 YONGE STREET, TORONTO.

ZIMMERMAN, McNAUGHT & CO.

— FINE CUTLERY —

We desire to notify the trade that we have been appointed Sole Wholesale Agents for Canada, for the celebrated Cutlery manufactured by Robert F. Mosely & Co., of Sheffield, England. These goods are all manufactured from the best double refined shear steel and are guaranteed to be equal in finish and quality to any cutlery manufactured in England, while the prices will be found much lower than that of other first-class makers. R. F. Mosely & Co. make a specialty of the following lines, viz.: Bone, Ebonite, Patent Ivory, Hard Rubber and Ivory Handled Cutlery the newest American patterns. They are also manufacturers of the celebrated

COMBINATION CARVER AND KNIFE REST.

This double guard and knife rest is made all in one piece, and is the cheapest, strongest, most durable and elegant invention of the kind ever offered to the trade. Letters Patent have been secured for this invention, and any person found selling imitations will be prosecuted according to law. These goods will be found the most saleable of any in the market, and are guaranteed to give satisfaction.

TO BE HAD WHOLESALE ONLY FROM

ZIMMERMAN, McNAUGHT & CO.,

MANUFACTURERS' AGENTS,

56 Yonge Street, TORONTO, ONTARIO.

Z. McN. & CO. would also direct the attention of the Trade to the fact that they keep always on hand a large and complete assortment of Electroplated Butter Knives, Pickle Forks, Fish Carvers, Fish Eaters, Dessert Sets, Children's Sets and Case Goods of all kinds. These are all of the best Sheffield Make, and are guaranteed equal to any goods of the kind imported into Canada.

The Trader.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

45

TORONTO, JANUARY, 1880.

ZIMMERMAN, McNAUGHT & CO.,

MANUFACTURERS' AGENTS

TORONTO, - ONTARIO,

the pleasure in thanking their numerous customers
throughout the Dominion of Canada for the manner
which they have recognized their efforts to
build up a trade in superior goods, and the
valuable support they have accorded
them during the years they have
been in business, and desire to
express to them one and all "The
compliments of the
season."



1880

Happy New Year 1880



But while
wishing them all the
enjoyments incident to this
festive season, they would also
direct their attention to the fact that
they have improved their facilities for supply-
ing the special lines in which they deal, viz:—
Cutlery, Electro-Plated Ware, and Jewelry, and
expect for the season of 1880 to be in a better position than
ever before to furnish their customers with reliable goods at bottom
prices. Their stock will at all times be found seasonable, and fitted for
the requirements of the trade, and they guarantee to meet any honest com-
petition, either in quality or price.

ZIMMERMAN, McNAUGHT & CO,

MANUFACTURERS' AGENTS,

TORONTO, - - - ONTARIO.

ZIMMERMAN, McNAUGHT & Co.,

MANUFACTURERS' AGENTS,

56 Yonge Street, Toronto.

Sheffield Sterling Spoons and Forks.

The best unplated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons have a guarantee wrapper, of which the following is a copy:

SPECIAL NOTICE.

THESE GOODS ARE MADE OF

SHEFFIELD STERLING,

The best known substitute for Sterling Silver, and are warranted to resist acids, keep their colour, and improve with use.

The manufacturers guarantee all the goods bearing the Trade Mark—

SHEFFIELD STERLING CROWN
OF X

to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to their Canadian Agents and draw upon them for their invoice value.

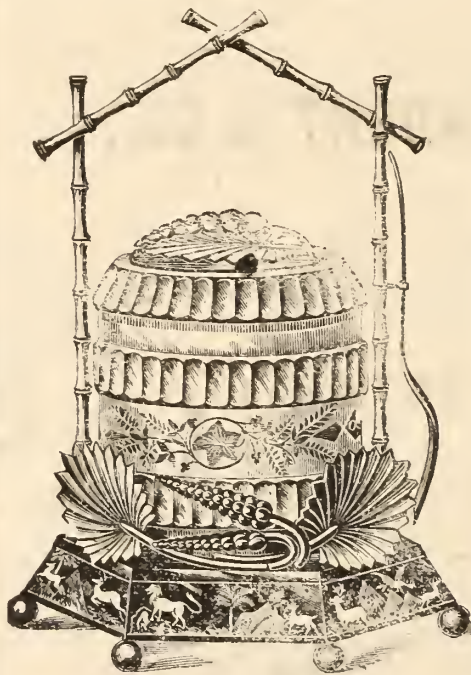
THE SHEFFIELD STERLING CO.,
Sheffield, Eng.

Dealers who have tried them will use no other. 100 Gross just to hand ex Steamer "Scythia,"—a full assortment of all the lines.

WHOLESALE ONLY

BY THE

Co.'s Canadian Agents,
Zimmerman, McNaught & Co.,
No. 56 YONGE STREET,
TORONTO, - - ONTARIO.



Electro Plated Ware.

We have to apologize to many of our customers for the delay in filling orders for these goods during the past two months. The fact is that our sales in this line, during the season which has just closed, were nearly double those of any former year, and entirely beyond the capacity of our Canadian manufactory. While grateful to our customers for their liberal patronage we have also to thank them for their kind forbearance. It is gratifying on looking back over the season just passed, to know that although we came before the trade with no elaborate advertisements or illustrated catalogues, gigantic alike in prices and discounts, our efforts to supply our customers with honest goods at honest prices were so well appreciated that the demand was beyond that of any former season, and far exceeded our most sanguine expectations.

We are at present engaged in perfecting our arrangements for the manufacture and sale of these goods, and trust in future to get such a stock of goods ahead that we shall be able to fill promptly any orders with which we may be favoured.

ZIMMERMAN, McNAUGHT & CO.,

Sole Wholesale Agents for

SIMPSON, HALL, MILLER & CO.,

Wallingford and Montreal.

Fine Cutlery.

We desire to notify the trade that we have been appointed Sole Wholesale Agents for the Dominion of Canada, for the celebrated Cutlery manufactured by Robert F. Mosely & Co., of Sheffield, England. These goods are all manufactured from the best double refined shear steel, and are guaranteed to be equal in finish and quality to any cutlery manufactured in England, while the prices will be found much lower than that of other first-class makers. R. F. Mosely & Co. make a specialty of the following lines, viz.: Bone, Ebonite, Patent Ivory, Hard Rubber and Ivory Handled Cutlery of the newest American patterns. They are also manufacturers of the celebrated

COMBINATION CARVER

AND KNIFE REST.

This Double Guard and Knife Rest is made all in one piece, and is the cheapest, strongest, most durable and elegant invention of the kind ever offered to the trade. Letters Patent have been secured for this invention, and any person found selling imitations will be prosecuted according to law. These goods will be found the most saleable of any in the market, and are guaranteed to give satisfaction.

TO BE HAD WHOLESALE ONLY

—: FROM:—

ZIMMERMAN, McNAUGHT & Co.,

No. 56 Yonge Street,

TORONTO, - - ONTARIO.

THE TRADER.

TORONTO, ONT., JANUARY, 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada

ADVERTISING RATES

Full Page \$2.00 each issue
 Half Page 1.00 " "
 Quarter Page .50 " "
 If Advertiser, 5 cents per line " "

Discount of 25 per cent. will be allowed from above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to:

"THE TRADER PUBLISHING CO.,

Box 1325, Toronto Ont.

Our New Year's Greeting.

Hark to the merry bells,
 How joyous is the din
 Out went Old Year they chimed
 And lo, the new line in.

The King is dead, long live the King. There is no interregnum in the government of old Father Time. The echoes of requiem for Eighteen Hundred and Twenty Nine have scarce had time to away, before the air is again vibrated by the merry peals that announce the birth and crowning of his successor Eighteen Hundred and Eighty. Throughout all Christendom this is a glorious time, and we trust our readers one and all will enjoy its festivities to the utmost extent. As we look back upon the old year with its joys still fresh in recollection and its sorrows mellowed in time, we forget the bitter and remember only the sweet, so that as memory now paints it it has been to us a happy year. The year that now opens upon us is yet a sealed book; what its pages will unfold is hidden from our gaze.

We trust that for us all it may be one unalloyed prosperity, and that our flagrant vessels of trade after having buffeted for so many years with the waves of commercial disaster, may now find smooth seas and prosperous winds. To our friends and readers we extend cordial greeting and wish them one and all A HAPPY, HAPPY, NEW YEAR.

The Past Year.

The year 1879 which has just closed on us has been a remarkable one in many respects. It dawned upon a period of commercial depression scarcely equalled in the annals of commerce, while its close has been marked by an extraordinary

revival of trade and a general advance in the prices of all manufactured goods.

In the JEWELRY business, at least, 1879 will long be remembered in Canada as a red letter year. The failures commenced early in the year and before many months had passed the insolvents could be counted by dozens. Nor was insolvency the worst feature of that disastrous time, for forgery and fraud went hand in hand with it and threatened to engulf what ever remained of commercial morality. Happily, however, by the firmness of our wholesale merchants and the punishment of such rascals as Montgomery, Knox and the Parks Brothers, the disease was arrested and the commercial atmosphere made purer than it had been for many years previous. The encouragement and aid extended to honest dealers and the punishment meted out to dishonest ones, has had a remarkable effect in resuscitating the jewelry trade, and has placed it on a sounder basis than it ever occupied before.

The revival of trade has done much to help this business, and we trust that with the return of better times our jewelers will endeavour to buy on shorter dates and meet their payments more promptly than heretofore. Like every other kind of manufactured goods, jewelry was unprecedentedly low last spring, but as we predicted four months ago, in sympathy with the general feeling of reviving trade, it has rapidly increased in value, and even at the advanced prices the supply can scarcely keep pace with the demand.

The new protective tariff introduced in February last has had not a little to do with the direction of trade in several lines of goods.

In ELECTRO PLATED WARE, for instance, it has completely revolutionized the trade. Under the former tariff of 17½ per cent American goods could be imported and sold to advantage in Canada, the new tariff, however, levying as it does 33 per cent. on these goods is practically prohibitory in its effects. The result has been that the two largest plate companies in the United States thought it advisable to establish branch factories in Canada, and by this means were not only enabled to retain their own share of the Canadian trade but to undersell and take that of other companies with less capital or enterprise than themselves. The result of this has been in a great measure to stop importation, as it is manifestly impossible for any outside company to compete against such an enormous duty and at the same time furnish reliable goods.

In the HARDWARE TRADE, as in the jewelry trade, the year 1879 has been marked by startling changes. Although financially sounder than most other branches of business the hardware trade has been very much depressed for some years back owing to the lack of building enterprise and the gradual shrinkage of prices. At no period of the depression had hardware goods reached so low a figure as in May and June last, and although the prices were without precedent, merchants as a rule were afraid to order for fear things had not then touched bottom. In a few weeks however things had so completely changed for the better that instead of having next to nothing to do, manufacturers were unable to fill the orders that came crowding in upon them. Every mail brought news of further advance of price, until in some lines, goods are now quoted at figures nearly double those of June last. And still the tendency is upward. From the experiences of last year our business men can draw many lessons which may be useful to them in the future. Now that we are fully entered on the high road to prosperity we trust that they will not be forgotten, but that they may serve to remind them that business has its seasons of trial as well as of success, and that the way to escape commercial disaster is to be always prepared to meet it.

The Discount Sale Humbug

For several years past it has become the custom with many of our retail jewelers to advertise what they are pleased to term "A Christmas Discount Sale." If these discounts were of such dimensions that the retail merchant could afford to give them, and still have for himself a living profit, we could see some reason in making offers of this kind in order to induce people to purchase; and it would be a very reasonable conclusion, that if by offering a discount, say of ten per cent., he could succeed in doubling his sales, the decreased profits would be more than counterbalanced by the increased volume of trade. But when merchants advertise sales with discounts varying from 20 to 50 per cent. it is patent to everyone at all acquainted with the trade, that if they sell at honest, or ordinary prices, they must in many cases give away more than their profit and sell below cost. Our merchants generally do business for the sake of making money, and not for the mere pleasure of doing it, as might be inferred from the flaring and extravagant

advertisements that have lately met the eye at every turn, and although jewelers are probably as charitably disposed as those of any other trade, we are strongly of the opinion, that even they, during the open hearted Christmas season, do business for something more than the mere desire to add to the happiness of their customers. One thing is certain, no retail jeweler can honestly give away 30 per cent. of his sales and make his business pay. This being the case he has to do one of two things, either sell at a loss, or else raise his prices preparatory to commencing his discount sale. As no sensible man ever pretends to make money by selling goods below cost (unless it is old unsaleable stock that is shopworn and almost valueless), it follows that the prices must be raised in order to allow the sweeping reductions they advertise. That this is often the case, we have had ample proof, time and again, and we submit that aside from all moral considerations, it acts to the prejudice of the business, and if persisted in it must ultimately work a great deal of harm. Assuming for a moment that the discount is given from the ordinary (not the extraordinary) selling price of the goods, the unsuspecting outsider, who takes for gospel all the advertisements tell him, naturally argues, that if during the Christmas season, Jewelers can afford to throw away such large discounts, his regular profits must be simply immense. This is the natural inference that any outsider would draw. The next is, if he can afford to give such a large discount off in December, why can't he do so in June or July? if it pays him at one time they argue, it must pay him equally well at another, and then they arrive at the final and logical conclusion, that it would be very unwise to pay him his ordinary price at any time, and so during the regular course of business they try and cut down his profits by offering him 30 per cent. or whatever his holiday discount may be, less than the figures he asks. This must be the natural outcome of the discount sale system as practiced at present by many of our Jewelers during the holiday season. If there is any one thing detrimental to trade, it is having no fixed price. With a business conducted on this plan, the salesman, in every transaction has to higggle and bargain and expend more talk than would make a dozen such sales under the regular one price cash system.

This evil we are sorry to notice is not altogether confined to the retail dealers, but has apparently taken possession of

some in the wholesale trade who think to steal a march on their competitors in business by advertising extravagant discounts. With the exception of a few novices new to the business, the trade is now so well posted about prices that this ruse must necessarily fail to accomplish its object and the sharp promoters will no doubt be rewarded by having their trouble for their pains. A few days ago we were shown an illustrated catalogue of electro-plated ware accompanied by a price list on which was written the words "50 off special, to you." The dealer who received it, being posted about the value of such goods, at once compared it with its cost and found that this special favour was no favour at all, but only a very transparent humbug, the prices being very much higher than he was in the habit of paying. An examination of the prices and goods elicited the fact, that while on one hand this generous merchant was offering his customers the liberal discount of 50 per cent., on the other, he had advanced the ordinary list price in some cases as much as 67 per cent. Of course some few dealers will be caught by such chaff, but it will be those who have still to buy their experience.

This way of doing business may not be dishonest, but it verges so closely on it that a great many people of only ordinary intelligence fail to discern the difference. Of course they ought to know better than this, as it is only a sharp business practice and humbug is now-a-days considered legitimate if it is only successful, but it is in our estimation one that should not be commended, but that should be frowned down by honest dealers who despise humbug.

Our idea is that the only way a safe and paying business can be built up, is to make a reputation for honesty and integrity by selling goods for what they really are and at their true value. This may be old fashioned and behind the genius of this fast age, but it is safe and honorable. Any system of chicanery although it may flourish for a season is sure to come to grief in the long run.

THE well-known hardware firm of Morland, Watson & Co., Montreal, has been dissolved, Mr. James Rose retiring. The remaining partners—Mr. Watson and Mr. Sutherland—will, we understand, wind up and liquidate the business of the firm. Messrs Morland Watson & Co. is one of the oldest and best known houses in Canada and has always borne a high reputation for fair dealing and liberality. They will be missed by their many friends in the hardware business throughout Canada.

Business Notes and Comments

IRON smelting works, and 20 or 30 dwellings for the hands to be employed, are proposed to be erected at Drummondville, Que. in April next by Mr. R. McDougall.

APPLICATION will be made to incorporate "The Canada Wire Co.," by Messrs. H. R. Ives, John Taylor, J. T. Molson, of Montreal; R. E. Sears, of Marshalltown, Iowa; and G. Nicholson, of New York.

Mr. J. W. Baine, one of the oldest hardware merchants in Hamilton, died on the first of last month after a very brief illness. Mr. Baine had been in business in Hamilton for over 25 years, and was well known and highly respected.

THE American National Board of Trade has adopted a report favouring the re-enactment of the national bankruptcy law in the United States. At present they have no such law, and every State is a law unto itself which mixes things up considerably.

TWELVE new locomotives and one hundred cars have been ordered by the Canada Southern R. R. Co., to accommodate their increased traffic. The freight traffic shows no signs of abatement, we are told every available car is used in transit, and the passenger traffic also shows an increase.

SILVER JEWELRY is all the rage now in England and the United States. The prevailing styles are filagree earrings and brooches of small neat patterns, with neck chains to match. In bracelets the snake patterns are mostly worn. The probability is that it will have a large run in Canada for a year or two.

LEVI COSSITT, implement manufacturer at Guelph, has assigned, his offer of 25c in the dollar not having been accepted. The parties who became sureties to the Bank offer to pay unsecured creditors 25 per cent. and take the estate and conduct the business in their own interest. The unsecured liabilities amount, we are informed, to 97,916 and those secured to \$55,964.

The balance of the jewelry and fancy goods stock belonging to the estate of J. G. Joseph & Co., insolvents, was sold last month by public auction. It amounted to nearly \$7,000.00, and was bought by Messrs Lee & Chillas for 39½ cents on the dollar, a pretty good price considering that the stock was old and had seen a good deal of the Dominion before it came under the auctioneer's hammer.

BETWEEN Saturday evening and Sunday morning before six the jewellery store of George Walker was broken into by burglars. Plated goods valued at \$75 were stolen. They effected an entrance through the front windows by removing the shutters and cutting a pane of glass out with a diamond. It is supposed they were the parties who entered Allan McNab's fruit store and Robert Patterson's ticket office on the same evening. McNab lost \$25 worth of goods.

NOTICE has been given in the *Canada Gazette* by Mr. Acton C. Burrows, agent for the promoter, that application will be made to Parliament next session for an Act to incorporate the Great Western Telegraph Company of Canada, and to confer on such Company corporate rights, with power to build, lease, purchase, and maintain lines and to carry on the business of telegraphing in the Provinces of Manitoba, British Columbia, and Ontario, the district of Keewatin, and the North-West Territories, with power to amalgamate with any other company.

the cut with a great many merchants to show cases with blue paper, and the result is that any silver plated-ware they put in these cases becomes badly discolored, so that blue paper always contains more arsenic, which chemical acts very quickly on silver goods. Blue paint is equally as bad as blue paper, and neither of them should ever be used for shewing silverware.

Can't the Allans establish a special express to England? In New York an ordinary parcel weighing from 20 to 30 lbs. can be sent to England for two dollars—from Toronto to Liverpool it cost four times that sum. If a cheap rate were had through a great many goods that now go to Canada by way of New York would come through Montreal. It would be to the interest of the Allans and the Express Co. to make such an arrangement.

That complaint is made by Toronto and other merchants about the delay in getting goods from Portland or Halifax. The Grand Trunk sought to establish a kind of "Merchants' Cut" by which goods could be sent through free or four days at the most. As it now is, it is often a couple of weeks on the way. If it were done, merchants would not object to a freight rate, as it would be more than counterbalanced by the saving in time.

The Weights and Measures Department have ordered that any butcher who gives his order to replace those spring scales now condemned, and who obtains a certificate from a scale factor that he has so ordered, will be given reasonable time to get the new scales delivered. This is the result of a deputation of persons visiting the Minister of the Department. Rules governing the scales would seem to be as elastic as the springs.

The Post-office authorities in Toronto have reduced the rent of the Boxes, and in future will be \$4.00 instead of \$2.00 as heretofore. Merchants are grumbling about the price, but it don't do any good, even the Board of Trade got a letter from the Postmaster General in answer to their appeal for a reduction of the price. The arrangements for posting and sorting letters is good, and has long been wanted, and Postmaster Patteson deserves well of his fellow citizens for his efforts in improving the Post-office regulations generally.

A HARDWARE APPRAISER is badly wanted for the City of Toronto. One that knows his business, present in and out of the office, is honest but and incapable of doing all the work required. A large Port of Entry in Toronto has grown up. It was well enough to have a general appraiser for goods when Toronto was Little York, but it is not so now with its growing hardware trade, the largest port in the Dominion wants, and shortly have, a competent man to appraise hardware imports. If the Government are going to appoint a party man they should see that they are thoroughly posted in the hardware business as well as politics. The fault of our civil service is that there are too many politicians and too few practical men in it.

It is deserving of notice, in this era of "big game" and competitive enterprizes, that the biggest game of the kind known one which made even lions stare and underwriters hesitate, has been accomplished by a Canadian firm. The

steamship *Hooper* next to the *Great Eastern*, the largest freight ship in the world, capacity of 4,900 tons, has just been loaded at Boston, by Messrs. W. P. Howland & Co., of this city, with 150,000 bushels of grain, the largest single cargo ever shipped, we believe by one firm. The insurance upon it reached \$220,000. The enormous capacity of this vessel may be gathered from the fact that besides this great quantity of grain, it was found possible to put on board of the *Hooper* 500 head of cattle, 800 sheep, 5,000 sacks of flour, and several hundred tons of other freight.

The disadvantage at which the merchants of the west have been placed on account of the detention of the English mails at Montreal over Sundays is to be removed—a special train service having been established by which the mails will be brought on from Montreal to Toronto at once. The Postmaster-General was at first loth to assent to the wishes of the Toronto Board of Trade in this respect, but he seems to have reconsidered the matter; and so we are to have a special train. There was a special train in the old days, before the fall of the Macdonald Administration in 1873; but for some reason or other it was discontinued, and the merchants of the west have since been obliged to adopt Longfellow's advice by learning to labor and to wait—for their English letters; while the merchants in Montreal have had their letters brought on from Rimouski by special train.

THE first and final dividend sheet of James A. Montgomery, formerly Jeweler of Port Hope, but now an inmate of Kingston Penitentiary, has just been declared by J. B. Boustead the Assignee. His estate realized from all sources the amount of \$4,610.31. The disbursements were as follows:

Expenses incurred in procuring arrest of Insolvent and getting goods back from St. Louis, Mo.	\$1008 46
Reward for arrest of Insolvent	400 00
Privileged Claims	203 33
Law Costs	133 73
Advertising	34 15
Auction Fees and Advertising Sale	101 00
Express Charges on Goods	28 20
Sundry Disbursements	80 80
Interim Assignees acct	80 50
Inspectors Fees	200 00
Assignee's Fees	250 00
Discharge of Assignee	25 00
First and final dividend, 24c per \$ on \$8602 47...	2064 54
	\$4610 31

From the above it will be seen that it cost \$1408.46 to arrest Montgomery and get the goods back to Canada again, which is quite opposed to his statement to the judge before being sentenced. Some of the charges appear exorbitant considering the amount of the estate. Thus the Inspector's fees amount to \$200.00 or \$100.00 each. Both of these gentlemen were creditors—one of them received \$122.30 as his share of the dividend—the other \$77.23 in all \$199.53, so that for the slight services they rendered the estate, these two creditors received as much as their share of the dividend and 47c over. In other words, while the rest of the creditors got 24 cents on the dollar of their claims, the Inspectors were able by help of their fees to make theirs pay out 48 cents. Surely it is a good thing for a firm interested to have one of its members appointed as an inspector, but it is hard on the rest of the creditors. In most estates the Inspector's duties are only nominal, involving neither loss of time or money, and their fees should be reduced down to the actual expenditure incurred by them. This would not only benefit the estate, but in many cases, bring out better men as Inspectors, men who cared more to see the estate honestly worked than to get a liberal remuneration for their services.

ROBERT CUTHBERT, agent for Thos. Russell & Sons, an English Jewelry firm doing business in Canada, was lately tried at the London Police Court for disposing by auction of a stock of watches and jewelry, such being contrary to the Transient Traders' Act. Mr. Cuthbert claimed that the goods were consigned to a local firm of auctioneers who sold them on commission. The Magistrate held that the law had been violated by Mr. Cuthbert and imposed a fine of \$50 and costs. The defendant gave notice that he would appeal from the decision. In reference to this case, whatever be the result of the appeal, it is evidently unfair to the local jewelers who pay taxes, that an English firm, said to be manufacturers, who do not contribute a cent to the revenue of the city, should be allowed to send a stock of goods to places like London or Toronto and dispose of them by auction. We think in such a case, no matter how they try to evade the law, the license inspector is perfectly justified in bringing them before the Magistrate and having them fined.

ARTIFICIAL DIAMONDS.—James MacLear, of Rollox Chemical Works, has informed the Philosophical Society that after experiments since 1868 he has succeeded in obtaining crystalized forms of carbons, which Professors Tyndall and Smith do not doubt are diamonds. Some of the artificial gems were submitted to Prof. Maskelyne, of the mineral department of the British Museum, who writes to the *Times* that after a thorough test of the so-called crystalized forms of carbon, obtained by James MacLear, of St. Rollox Chemical Works, who supposed he had discovered a process of making diamonds, he (Maskelyne) has no hesitation in declaring that they are not diamonds at all but consist of compound silica. Although diamonds are only crystalized carbon or charcoal, the crystallizing seems to be a hard thing to accomplish, and, like the search after the philosopher's stone, has generally ended in disappointment. In view of the obstacles to be overcome, we think our friends who have a stock of diamonds on hand, need not get uneasy about any great depreciation in their value for some time to come.

For nearly a quarter of a century the name of "John Horsman," hardware merchant, has been a household word to the people living in Guelph and the district it supplies, and probably no retail hardware merchant in Canada did a larger business. Commencing in 1857 with very small capital and plenty of energy and pluck, Mr. Horsman soon made a name and a business for himself and outstripped all his local competitors in the same line of business. For many years he was looked upon as one of the wealthiest and most prosperous merchants in Guelph, and his recent troubles have called forth a good deal of sympathy. In 1877 a fire in his premises occasioned a heavy loss, then, early last year he had to ask indulgence on account of a heavy lock-up in real estate, and loss by bad debts, although shewing a good surplus, now, again, he finds it needful to make some arrangement with his creditors. He owes, we understand, about \$50,000, of which nearly \$24,000 is direct, largely in Montreal and in Britain. It is to be wished that some means may be found of reorganizing so important a business upon a prompt basis.

THE Postmaster General does not seem to be inclined to accede to the request of the Toronto Board of Trade—representing the commercial men of Toronto—either in the matter of the English mail service for the post office boxes. The object-

ions of the business men to having their postal matter delivered by the carriers are sound nevertheless, while it is evident to everybody that it is a foolish piece of business to rush the English mails on from Rimouski to Montreal the moment the steamer arrives, only to leave them lying there all day Sunday, instead of being sent forward at once. It is unfair to the commercial men of the west that Montreal have exceptional advantages in this respect. In regard to the letter boxes, the Postmaster-General says the object is to foster, as far as possible, the system of free delivery. He says it has worked well Great Britain, "where there is no box system, or any equivalent to it." The Postmaster-General has fallen into error in assuming that there is no equivalent in Great Britain to the box system, for it is well known that all the banks and commercial people send their clerks or porters to the post-office with locked mail bags, from which the post-office officials take the letters that are to be posted, put in the mail matter that has arrived, lock the bags, and return them to the porters. This is a very substantial equivalent to the letter boxes. If the Postmaster-General is desirous of consulting the convenience of commercial men he will leave the boxes as they are.

SHARP PRACTICE.—On Monday before New Years a man visited the store of Mr. J. Wanless, No. 172 Yonge Street, and represented himself as "Mr. John Snell," a well-known farmer residing four miles from Brampton. He related that he was en route for Duffin's Creek to visit his daughter, and he intended to make her a New Year's present of a gold watch and chain, a brooch and ear-rings, for the purchase of which he immediately commenced to negotiate. After a tedious inspection, he selected articles valued at \$140, and explained to Mr. Wanless that he had expected to meet a man who owed him a sum of money, but for some reason or other the party had not kept his appointment. However, he would leave a team of horses he had at the door at any place Mr. Wanless would name as a guarantee for the payment of the jewellery, and he would call around next day and settle the bill. This was agreed to, and Mr. Wanless took the team to Best's Hotel, Yonge street. The next morning a man representing himself as J. P. Allan called on Mr. Wanless and claimed the team. He said he kept a livery-stable in Brampton, and that the man who had given the team over to Mr. Wanless had engaged them on Saturday night to drive to Orangeville, and he had not seen him since. He then traced him to Toronto. Strange to say, both the men bear a striking resemblance to each other. Mr. Wanless has not yet delivered the horses over to the claimant, as he is unable to produce any one in this city who can identify him. The purchaser of the jewellery had every appearance of a well-to-do agriculturalist, and he went about his business in such a blunt way that Mr. Wanless was quite deceived in him. The police have the matter in hand.

DISSOLVED.—Boyle & Feron, Hardware, Montreal, Que.; Gillen & Keith, Hardware, Belleville, Ont.; Zimmerman & Ross, jewellers, Hamilton, Ont.; Shand & Clay, hardware, Halifax N.S.; McDonald & Booth, Dominion tin works, Toronto, Ont.; Dufresne Bros., tinware, Montreal, Que.

ASSIGNMENTS. John Horsman, hardware, Guelph, Ont.; Levi Cossitt & Son, implements, Guelph Ont.; T. Driscoll hardware, Fredericton, N.B.

ATTACHED.—Hamilton Tool Co., Hamilton Ont.; Thomas Babb, hardware, Mitchell, Ont.; Smith Bros., general store, Vankleek Hill, Ont.; O'Byrne & Co., hardware, Exeter, Ont.; W. K. Atkinson & Co., general store, Ailsa Craig, Ont.; O. Jette hardware and tins, St. Jean Baptiste, Quebec; Chas. W. Rudd, jeweller, London, Ont.; E. O. Lesperance, hardware, Sherbrooke, Que.

SOLD OUT.—Wm. Gillies tins and grocery, Preston, Ont. has sold out grocery; R. W. Soper, guns, London, Ont.; J. E. Darby, general store Parkhill, Ont.

OTHER CHANGES.—Morland, Watson & Co., wholesale hardware, Montreal, Que., dissolved by liquidating; C. Davidson & Co. wholesale saddlery hardware, Toronto, Ont., style now Foster, Davidson & Co.; Thomas M. Banting, general store, Clover Hill, Ont., moved to Cookstown, Ont.; Wm. Hillman, silver plater, St. Johns, N.B., has given a bill of sale; John W. Baine, hardware, Hamilton, Ont., dead.

NICKEL CLOCKS. SAMUEL STERN,



THE LARGEST CLOCK HOUSE IN CANADA

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz:

SETH THOMAS, WELCH,

NEW HAVEN, GILBERT,

AND ANSONIA.

I keep these Clocks in every style now manufactured, and shew 180 different varieties of samples.

I will sell only to the Trade any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style, or price.

Prices can be had by the Trade on application, and we guarantee to fill all orders promptly at the prices quoted.

SAMUEL STERN,
31 Wellington, 40 Front St. East,
TORONTO.

GEO. E. COOPER, Ornamental and General Engraver,

4 TORONTO ST.,

Toronto, - - - - - Ontario

All Kinds of Plate, Jewellery, Etc.
Tastefully Ornamented.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

WATCHMAKERS

In need of first-class work at lowest trade prices should send to

A. C. ANDERSON & CO.
HAMILTON,

WHOLESALE JEWELLERS,

AND DEALERS IN

WATCH MATERIALS AND TOOLS

FOR SALE!

NICKEL SHOW CASE,

Almost new, made by Millichamp.

Ten feet long; 24 inches wide; 7 inches in height; square front; opens from the top; made for a Druggist. Suitable for a Druggist, Stationer, Jeweller or Hardware Merchant.

Price \$30.00 Cash.

CAN BE SEEN AT 56 YONGE ST.

ZIMMERMAN, McNAUGHT & CO.,

FOR SALE!

Ebony & Silver Show Case,

Almost new, made by Millichamp.

Length, 10 feet; width, 30 inches; height, 4 feet 6 inches; fancy scroll work and silvered sign on top; opens at the back; doors lined with the best quality mirror plate, has one shelf, supported by silver-plated brackets. One of the handsomest show cases ever made in Canada, suitable for a fine class jewellery business.

Price \$100.00 Cash.

CAN BE SEEN AT 56 YONGE ST.,

Zimmerman, McNaught & Co.

Established 1867.

W. MILLICHAMP & Co.,

GOLD, SILVER AND

NICKEL PLATERS,

And Manufacturers of all Styles of

Nickel Silver and Wood Show Cases,
WINDOW BARS, DOOR PLATES, &c.

Nos. 29, 31, 33 & 35 Adelaide St. East,

ENTRANCE AT 31 MILLICHAMP'S BLOCK.

TORONTO.

Price List for Re-Plating in Silver the following Articles :

	Single Plate. Per Doz.	Double Plate. Per Doz.	Triple Plate. Per Doz.
Plain Tea Spoons.....	\$1 50	\$2 00	\$2 50
Queen and Thread Patterns..	2 00	2 25	2 60
Dessert Spoons "plain".....	2 25	2 50	3 00
Table Spoons "plain".....	3 00	3 50	4 00
Queen and Thread Patterns, 25 cts. per doz. extra.			
Dessert Forks	\$2 25	\$2 50	\$3 00
Table Forks, "plain"	3 00	3 50	4 00
Queen and Thread Patterns, 25 cts. per doz. extra.			
Tea Sets of four pieces	\$10 00	\$12 00	\$15 00
Pitchers	4 00	5 00	7 00
Alvers.....	10 inch, 2 50	12 inch, 3 25	14 inch, 4 50 to 6 50
Steel Knives, "dessert" 3 25 to 4 00 per dozen.			
Steel Knives, "dinner" 4 00 to 5 00 per dozen.			
Trivet Stands, each.....	2 00	3 00	4 00 to 5 00
Watch Cases in Gold.....	3 00	4 00	5 00
Watch Cases in Silver	1 00	1 50	2 00

CHAINS, BROOCHES, Etc., ACCORDING TO SIZE. REPAIRS OF ALL KINDS.

All Best Work Warranted.

All kinds of Carriage and Harness Plating to Order.

W. M. COOPER,

MANUFACTURERS' AGENT,

DEALER IN

RIFLES, GUNS, AND SPORTING GOODS.

SOLE AGENT

For the Celebrated Guns, & Rifles,
Manufactured by

W & C. SCOTT & SON.

W. W. GREENER.

GEORGE GIBBS.

THOMAS TURNER.

WILLIAMS & POWELL.

W. M. COOPER.

23 FRONT ST. WEST,

TORONTO

DAVID WILSON,

Ornamental and General Engraver,

71 KING ST. EAST,

TORONTO.

**Crests, Cyphers, Monograms,
and inscriptions of all kinds
of Silverware, etc.**

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

SITUATIONS WANTED.

A SITUATION as Watchmaker, good references, six years experience. Apply 116 Brock Street, Toronto.

FIRST PRZE GOLDSMITHS' WORK, INDUSTRIAL EXHIBITION, TORONTO.

P. W. ELLIS & CO.,

Manufacturing Jewellers and Watchmakersto the trade, importers of Fine Watch and Clock Materials, Tools, Crucibles, Tripoli, Rouge, Alloying Copper, Diamantine, Boxwood Sawdust, Polishing Lathes, Buffs, Brushes, Brass Wire End, Matting and Scratch Brushes and the justly celebrated Schon Piercing Saws in all sizes, the only kind used in our factory, where they are being thoroughly tested every day. Sole Agents for Wm.F. Nye's Watch, Clock, Chronometer and Sperm Oils, the Sperm Oils being especially adapted for Sportsmen's Guns, Sewing Machines and all delicate machinery.

Kendrick, Davis & Co.'s Ne Plus Ultra Dust Proof Nickle Watch Keys, which are universally sold throughout the United States, and acknowledged to be the best and most durable key made; in stock, both bench and pocket sizes. Sizes 4, 5 and 6 fit American Gents' Watches—9 Ladies'.

We purpose keeping on the road, at all times, a complete stock, from which the trade, when called upon, can personally select their requirements, and in the interval, any orders by mail will be carefully selected by a practical man, with the purpose of meeting the full necessities of the trade, and avoiding the accumulation in our customers hands of dead or useless stock. Our stock is bought direct from the manufacturers in Switzerland, and is always fresh and in good condition—as we positively refrain from dealing in job lots of poor material to get low prices, and our prices will be found as low as good material and a reasonable profit to ourselves will allow.

In stock, Locket Glasses, Watch Glasses—one-fourth, quarter and sixteenth sizes concave, half-concave and demidial down to size one by guage.

Our Watch Repairing Department receives the most careful attention. Hoping by painstaking and good work to secure and keep your custom we would respectfully solicit a trial in that line. Turning a speciality.

Jewellery Department. Here at all times can be found a complete stock of Diamonds—Brilliants and Rose, Rubies, Emeralds, Pearls, Opals, Amethysts, Bloodstones, Onyx, Topas, Torquois, Carbuncles, Garnets, Corals, Cameos, Engraved Stones and all kinds of Imitations. We have again enlarged our factory and increased our staff, and are building up a reputation for the finest class of work.

Manufacturers of Gold Chains. Albert, Long, Opera, Brooch, Leontine, Chatelaine, Tassel Chains. Necklaces, Solid and Hollow, in every design and any weight. Jewellery repaired, matched or made to order. Coloring, Gold and Silver-plating, Chasing, Engraving, both Silver, Gold or Stone, Enamelling and Diamond Setting. All classes of work made by experienced workmen who make a specialty of a particular branch of work. Estimates and designs furnished of Badges, Medals, articles for presentation or other purposes. In plain rings we stamp the name of the customer ordering, free of charge which the trade will at once see the advantage of as an advertisement and guarantee of the quality represented. Thanking the trade for their past custom and soliciting a continuance of your liberal support.

We remain, yours respectfully,

P. W. ELLIS & CO.

N.B.—Raised Gold Monogram Locketts, and Single Stone Diamond Gypsy Star Set Rings made to order.

→ 1880 ←

We wish our customers The Compliments of the Season, and hope that all the prospects of a general revival of trade will be realized to the fullest extent, and that 1880 will be booming in the Jewellery trade in company with that of the States, where a manifest activity prevails. With good prospects before us we can with pleasure say "Good bye 1879, the lid we hope which closes the box of depression." With best wishes for the future of our customers,

We remain,

Yours Respectfully,

P. W. ELLIS & CO.,
Toronto, Ont.

The Trader.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

46

TORONTO, FEBRUARY, 1880.

CANADIAN ELECTRO PLATED WARE.

In order to protect our Canadian Trade, we have opened a branch factory at Montreal, and have fitted it up with the latest and most improved machinery for the manufacture of all kinds of Electro Silver Plated Flat and Hollow Ware. We have imported a full corps of operatives from our main factory at Wallingford, Conn., U.S., which will enable us to turn out goods equal to any manufactured in the United States. The branch factory is under the personal supervision of Mr. G. W. Hull, who has long been recognized as one of the most experienced and practical Managers of this kind of manufacture in the United States; this in itself will be a sufficient guarantee that all the work turned out of the Montreal factory will be fully up to the standard, both in Quality and Finish.

IN HOLLOW WARE

We will as usual make a full assortment, including all the latest novelties. These goods will be found fully illustrated in our new catalogue, and are warranted to be equal to any goods of a similar kind manufactured elsewhere. All our goods bear our own Trade Mark and name, and are guaranteed to be first-class in every particular, no matter by whom sold.

IN SPOONS, FORKS,

And other Flat Ware we will continue to manufacture goods worthy of the high reputation we have attained, and can recommend them as being equal to any goods in the world. They are all heavily plated with a coating of pure silver, from 10 to 20 per cent. heavier than the regular market standard, upon a base of 18 per cent. Nickel Silver, and are all hand-burnished, and finished equal to sterling silver goods. We are prepared to furnish them either in Plain or Fancy Patterns, in Extra, Double, Triple and Quadruple Plate. Each Spoon and Fork has the quality plainly stamped upon the back, and every dozen is warranted by special guarantee wrapper. Full particulars as to patterns, etc., will be found in our illustrated catalogues.

SIMPSON, HALL, MILLER & CO.,

MANUFACTURERS OF FINE ELECTRO PLATE WARE,

Wallingford and Montreal.

SPECIAL NOTICE.

We also desire to notify the Trade that in order to meet the wishes of our western customers, we have entered into arrangements with

MESSRS. ZIMMERMAN, McNAUGHT & CO.,

Toronto to act as our Sole Wholesale Agents for the Province of Ontario, and will hold at their Warehouse, 56 Yonge Street, Toronto, a full stock of our leading lines, both in Flat and Hollow Ware, which enable them to fill orders on the shortest notice. They will supply our goods at the same price from Toronto, as if sold direct from the factory, and will furnish prices and Illustrated Catalogues free to dealers on application. Dealers in Ontario will please address enquiries to Zimmerman, McNaught & Co., Toronto.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD AND MONTREAL.



FIRST PRIZE GOLDSMITH'S WORK AT TORONTO INDUSTRIAL EXHIBITION.

P. W. ELLIS & CO.,
Mf'g Jewelers & Watchmakers, Importers of Watchmaker's & Jeweler's Supplies,
DEALERS IN DIAMONDS AND OTHER PRECIOUS STONES.
NO. 4 TORONTO STREET, TORONTO.

We are now manufacturing Morocco Cases for Earing Sets, Watches, Necklaces, Locketts, and Rings. Ring and Watch Trays made to order. All at prices closer than imported goods of same class. Old Cases and Trays relined and made like new. Send for prices and samples.

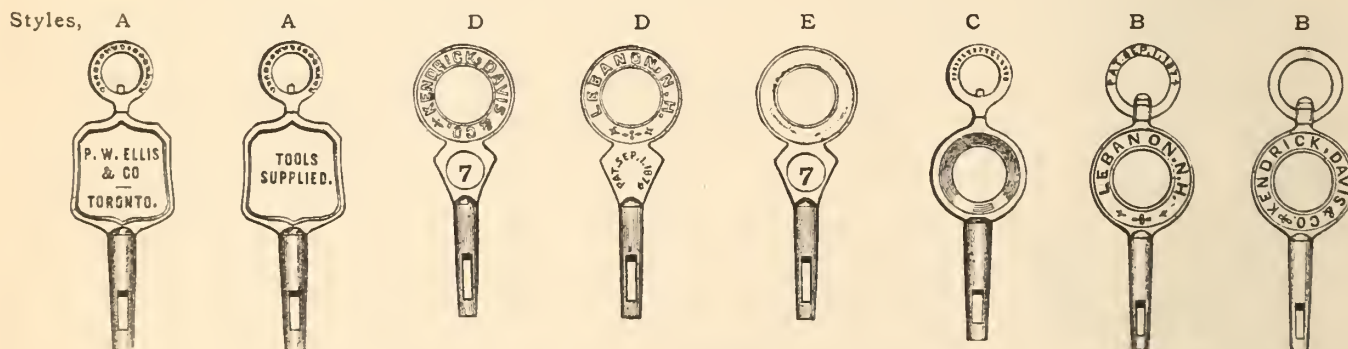
Manufacturers of Gold Chains. Albert, Long, Opera, Brooch, Leontine, Chatelaine, Tassel Chains, Necklaces, Solid and Hollow, in every design and any weight. Jewellery repaired, matched or made to order. Coloring, Gold and Silver-plating, Chasing, Engraving, both Silver, Gold or Stone, Enamelling and Diamond Setting. All classes of work made by experienced workmen who make a specialty of a particular branch of work. Estimates and designs furnished of Badges Medals, articles for presentation or other purposes. In plain rings we stamp the name of the customer ordering, free of charge, which the trade will at once see the advantage of as an advertisement and guarantee of the quality represented. Thanking the trade for their past custom and soliciting a continuance of your liberal support.

We remain, yours respectfully,

P. W. ELLIS & CO.

N.B.—Raised Gold Monogram Locketts, and Single Stone Diamond Gypsy Star Set Rings made to order.

Sole Agents In Ontario for the Ne Plus Ultra Dust-proof Nickel Plated Keys.



No. 9.

BENCH KEYS, in sets of 6, 4 and 3.



No. 10.

Style P, Nickle Handle.



The Key Pipes are all warranted to be made of the finest quality of steel, possessing an indisputable advantage over every Key yet offered. By having the square of each Key perfect, the whole depth, an advantage in its own durability, and a great preservative of the winding square in the watch, the utility of such will be readily perceived by every practical Watchmaker. Another great advantage: each Key has a mortice through the pipes, making it the most simple and thoroughly dust and moisture proof, as well as the cheapest Key, "advantages considered," in the market.

We forward complete descriptive Price Lists and samples upon application, and would press the trade to give them a trial, as we are assured they will use no other. The leading retail business throughout Ontario, have almost, without exception, universally adopted them. And from all quarters, we receive flattering testimonials of their superiority, in regard to durability and excellent appearance, rendering them readily saleable. Sizes 4, 5 and 6, fit American Gents' Watches and No. 9, Ladies' American.

Dealers will at once see the advantage of the name as an advertising medium,

P. W. ELLIS & CO.

THE TRADER

TORONTO, ONT., FEBRUARY, 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada.

ADVERTISING RATES:

Full Page, - - - - \$20 00 each issue.
 Half Page, - - - - 12 00 "
 Quarter Page, - - - - 8 00 "
 Small Advertisements, 5 cents per line "

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

"THE TRADER PUBLISHING CO.,

Box 1325, Toronto, Ont.

How we Stand.

The present is the time when every wide awake merchant should take an inventory of his stock, and find out how he has prospered during the year which has just passed.

This is a very essential thing, and no business man should neglect it. Every dealer, whether large or small, should take stock at least once a year and find out what he has been doing, whether he has made or lost money, what goods have sold well and what lines have hung fire, what and where his leakages have been, what accounts have been remunerative and what unsatisfactory; these and a hundred other things equally important will be brought before his notice during this annual dusting and squaring up operation. It is a good thing for a merchant to know exactly how he stands every year, and this can only be done by carefully taking stock and balancing the books. We have known several instances where merchants have been so careless as not to do this for years, and the consequence was that they were totally ignorant of their true financial position. In this delightfully unconscious state they remained until they found money getting tight and themselves forced into bankruptcy, and probably they were as much astonished as any of their creditors to find they were insolvent.

Finding out how one stands is not an absolute preventive against bankruptcy, but it is at least a good safeguard. If a dealer finds he is getting behind, and has any business ability, he will at once endeavour to remedy the defect by curtailing his expenses and trying to increase his profits; if, however, he is unaware of the condition of his business, the danger

becomes none the less, while his ability to meet the threatened disaster is curtailed by his ignorance.

In any case this annual overhauling must be productive of good results. If the merchant has stock that is sticking on his hands, he will, if sensible, get rid of it by reducing it to cost if necessary, and at least save the interest on the outlay; if some of his accounts have not been satisfactory he will take means to reduce them and keep them lower in future, if he is over-stocking himself he will find it out this way sooner than by any other and should profit by the lesson, in fact, while there are a hundred things to be said in its favour there can be nothing said against it. It is very hard to estimate its importance as an aid to a successful business career.

The Failures for 1879.

The Mercantile Agency of Dunn, Wiman & Co., in accordance with their usual custom, have lately issued their annual circular upon the trade of 1879. The figures which we give below embrace the failures both in Canada and the United States, and are tabulated in a very convenient form. For the purpose of comparison they embrace the past five years, and are as follows:—

	CANADA.		UNITED STATES.	
	No. of Failures.	Amount of Liabilities.	No. of Failures.	Amount of Liabilities.
1874	966	\$ 7,666,765	5,830	\$155,239,000
1875	1,968	28,843,697	7,740	201,060,350
1876	1,728	25,517,991	9,092	121,117,786
1877	1,892	25,523,903	8,872	190,669,926
1878	1,697	23,908,677	10,478	234,383,132
1879	1,902	29,347,937	6,658	98,149,053

"The number in business in Canada during the past year was 55,964, and in the United States, 702,157. In the following table is given the percentage of failures to the number reported in business for the two years 1878 and 1879 in the two countries:—

	CANADA.			
	No. in Business.	No. of Failures.	P. C. of Failures.	Amount of Liabilities.
1878	56,347	1,697	1 in every 33	\$23,908,677
1879	55,964	1,902	1 in every 29	29,347,937

	UNITED STATES.			
	No. in Business.	No. of Failures.	P. C. of Failures.	Amount of Liabilities.
1878	702,157	10,478	1 in every 64	\$234,383,132
1879	702,157	6,658	1 " 105	98,149,053

"These statistics, while showing a marked improvement in the mercantile business of the United States, show just the opposite as regards Canada. There the failures in 1878 were 10,478, with liabilities of \$234,383,132; and in 1879 only 6,658 in number and \$98,149,053 in amount. Here the number of failures in 1878 was 1,697 as compared with 1,902 in 1879, and the liabilities in 1878 only \$23,908,677 as compared with \$29,347,937 in 1879. The average liabilities in Canada in 1878 was \$14,088, and in 1879 \$15,430.

The climax of the depression in Canada appears to have been reached in 1875,

for, as the statistics show, there was a steady decrease in the amount of liabilities from that year down to 1878, indicating that the country was slowly but surely recovering from the effects of the commercial disaster which overtook it in the fall of 1873. But in 1879 it experienced a sudden and an alarming relapse. The amount of the liabilities is found to exceed that of any previous year since 1873, while the number of failures is greater than for any year excepting 1875."

The above figures are interesting, inasmuch as they show conclusively how little a Government can do towards legislating people into prosperity. A year ago the Government organs predicted that the National Policy would make the country prosperous, but facts and figures are stubborn things, and the above affords an ample refutation of this over sanguine prediction. The fact is that the National Policy had but little to do with the failures of 1879. It neither made them more or less than they would have been under a Revenue Tariff such as we formerly had. It will be found on examination that the bulk of the failures took place during the first six months of the year, and that many who went down were bankrupt in 1878, but staved off the evil day till 1879, in the hope that the N. P. would somehow or other work a miracle on their behalf.

The following tables will show the proportion of failures during each quarter of the year, from which it will be seen that there has been a very decided improvement from its commencement until its close. Thus while there was 39.7 per cent. of the total failures during the first quarter, the fourth showed only 16.8 per cent. This result is in pleasing contrast with the figures for 1878, and which according to the report in Dunn, Wiman's circular would appear to have been a more prosperous year than 1879.

The analysis given below, however, shows that after the first quarter business kept gradually getting worse, and that while the last quarter of 1879 showed only a proportion of 16.8 per cent., the same quarter for 1878 showed a proportion of 21 per cent. of the whole:—

	No.	Amount	P. c.
1879, 1st quarter	634	\$11,647,698	39.7
" 2nd "	433	5,777,256	19.7
" 3rd "	418	6,998,617	23.6
" 4th "	417	4,923,367	16.8
Whole year '79	1902	\$29,347,937	100.0
1878, 1st quarter	535	\$9,100,929	39.4
" 2nd "	392	4,407,800	19.1
" 3rd "	295	4,629,594	20.0
" 4th "	373	5,013,941	21.5
Whole year '78	1615	\$23,152,264	100.0

We are not admirers of the N. P. by any means, but in fair play we do not want to see it saddled with any more

sins than properly belong to it; we think it has plenty of its own to answer for, and must stand or fall on its merits.

In connection with the failures of last year we think the worst charge against it is that by the specious promises of its advocates many were inspired with delusive hopes which could not be realized, and only left them more hopelessly involved than they would have been if they had made some arrangement at once.

Another cause for the extraordinary Canadian failures last year was the fact that 1878 was the darkest year the United States had seen since the commencement of the late depression. As the returns show, they had that year 10,478 failures, amounting to \$234,383,132. Such a state of things across the border could not help affecting very materially the prosperity of this country, for our trade relations are so closely interwoven, that what affects the United States must reflect its influence on us whether it be prosperous or adverse. These effects, although certain, are not always immediate, and we are strongly of the opinion that to the working of this sympathetic trade feeling may be traced a great many of the commercial disasters of last year.

Another, and perhaps as strong a reason as any for the apparent difference in prosperity between the two countries, is the fact that the extraordinary amount of failures in the United States in 1878 was caused in no small measure by the action of the people themselves, and was the result of an attempt (and a successful one) to place their business upon a cash basis. The consequence of such an action upon the part of the manufacturers and wholesale merchants, was that the weak-kneed had either to pay up or go under at once, and although the number of failures was unprecedentedly large, the effect was to benefit those who were solvent by weeding out those who were unworthy of credit, and to put business upon a much sounder basis than it had occupied for years.

The wisdom of this policy has been clearly demonstrated during the past year, for although there were in the United States 27,416 more traders than in 1878, there was 3,820 failures less than in the year previous, and a reduction in the amount of \$136,234,079.

The manufacturers and wholesale merchants of Canada, on the contrary, have been slow to adopt this very practical lesson, and it was only in the spring of 1879 that any decided attempt was made

amongst them, either to curtail credits or deal more vigorously with delinquent debtors. This attempt, although neither general or united, has not been unproductive of good results upon the various branches of our trade, and we may trace some small share of our present prosperity to this cause, which, although apparently disastrous for the time being, cannot fail in the long run to be beneficial to the country.

The fact of the matter is (and it is really the pith of the whole question) that there are too many people in business in Canada both in the wholesale and retail trade, and as a natural consequence, competition is extremely keen, and credit by far too cheap and easily obtained. So anxious have wholesale merchants been to do business that almost any person, no matter what may be his character or antecedents, can get credit from some house or other; is it any wonder, then, that failures are so common, when men without either capital or character, and oftentimes without any knowledge of the business they embark in, can get all the goods they want on time? In Canada we have *one* person in business for every *seventy-two* people that are out of business, a number which we consider is entirely out of proportion, considering the average wealth of our population.

The only thing, we think, that can permanently improve our trade is a more rigid method of dealing with insolvents, and a weeding out of those merchants who prove themselves either dishonest or incapable of properly managing their business. If this were strictly adhered to we would soon find that although for a time our failures would apparently increase, the country would become much more prosperous, for the incapable or dishonest traders would be compelled to become producers, and thus afford a better chance to those who were left.

From this stand point we look on the figures of last year's failures with some small degree of satisfaction, and seem to catch through the rift of adversity's dark cloud a glimpse of the silver lining beyond. In spite of what some may say, we think that the country is more prosperous than it was a year ago; we have fewer men in business, and as a rule they are sounder financially, and are meeting their obligations better.

The abundant harvest of 1879 has only begun to make itself felt, and the extra millions which we must realize from this source alone cannot fail to help in bring-

ing about a better state of things. Our lumbering interests are again looking up, and with the return of prosperity in the United States we are having a greater demand and higher prices for all the lumber we have to sell. These and other causes will, we think, make this year a much more prosperous one than the last, and we trust that when Dun Wiman & Co. come to issue their next annual circular, it will be found that the year 1880 will show a decided improvement over any of its predecessors during the last decade.

The Future of Canada.

The political organs have lately been discussing at considerable length, and with no small amount of bitterness, the future of Canada, and while each party has been trying to shew itself superlatively loyal to the British Crown, it has been trying to throw the onus of the late discussion upon its opponents. We do not intend to discuss this question at any length, but simply to look at it from a different point of view from the political organs. We are not a nation of politicians who can be agitated by the chimerical idea of preserving the balance of power on the American Continent, but like our neighbours in the United States, one of merchants and agriculturists, and our view of the situation therefore, should be an extremely practical one. One thing is certain, we cannot always go on as we are, for questions will arise in which our interests must clash with those of the mother country, and it is hardly to be expected that we will always be willing to sacrifice ourselves for the benefit of our relations across the Atlantic. Another thing is almost as certain, that in the not far distant future one of three things must happen to Canada, viz., (1) Union with the United States, (2) Federation with England, (3) or Independence.

In reference to union or annexation with the United States, we think that the least practical solution of the three ways.

The Canadian people as a rule know too much about the United States to voluntarily enter into a partnership with them, and we are strongly of the opinion that the people of the United States will never try to annex us by force, even if they were certain of succeeding in the venture. From a commercial standpoint we think that such a union would be disastrous to many of our interests. It is true it would be beneficial to our lumbermen, and it might advantage our farming population

mewhat, but it would be ruinous to a great many of our factories. In fact we could almost at once take the same position as the Western States, and become metaphorically hewers of wood and sawers of water for the manufacturers of the Eastern States.

It is argued by some that if Canada were joined to the States, that our carrying trade would be vastly increased, and that instead of the produce of the Western States finding its way to the seaboard by the Erie Canal and New York, it would go via Montreal and the St. Lawrence; but this, we think, is hardly sound argument, for if the St. Lawrence route is shorter and cheaper than any American route, the grain for European markets (unless embarrassed by the stupidity of our legislators) will as surely find its way thither as the waters which draining the North-Western States find us their natural outlet to the ocean. The St. Lawrence is not the natural highway of commerce, union with the United States would not make it so.

Another reason against this change is, that such cities as Montreal, Toronto, Hamilton and London, that have an extensive wholesale trade, would very soon find their occupation gone, for their business would soon be absorbed by New York and Boston, and in a very short time they would be in a position to receive Macaulay's moralizing New Zealand in a becoming manner.

The last, and probably one of the most powerful reasons is, that the sentiment of the people is strongly opposed to such change. Canadians as a rule are intensely loyal to the British Crown, and it will take a great deal of weighty argument and solid advantage to make them change their allegiance from the glorious old flag that is emblematic of a historic past, for the newer and more gaudy bunting of an experimental republic.

The question of Federal Union is no new idea, but has been discussed for a number of years, and although some of the best minds of the age have given it their attention, no feasible plan has yet been arrived at. Indeed the more it is discussed the further it seems to be from conclusion. Leaving aside the much discussed questions of unequal parliamentary representation and foreign wars in which we could have only an indirect interest, we look at it entirely from a commercial standpoint. The great want of England to-day is a market for her manufactures, and in order to benefit

her we would have to discontinue manufacturing almost entirely and promote only the production of raw material. In other words we should have to lay ourselves out to provide England with food and be willing to take her manufactured goods in exchange. If Canada was merely an agricultural country, it would be a very simple matter to adjust the tariff of England so as to bind this colony, and perhaps all the others, much closer than they are at present, but our manufacturing interests have become so large that they have now to be considered, and they will be no small factors in determining our future. Commerce is selfish, and every country like every individual manufacturer or merchant, has to look out for itself and see that it does not fall behind in the race for supremacy. This being the case, our manufacturing population, although personally loyal to the Crown, cannot and will not stand quietly by and see their rights bartered away for the benefit of the Mother Country.

To our mind everything points in the direction of ultimate independence, but an independence sanctioned by the Mother Country, and favourable to a closer alliance than we have at present. This, however, is a thing of the future, and will come soon enough without our seeking to force it by premature discussion. The duty of the present is to act loyally to the Crown and faithfully to ourselves; to lay the foundations of our national character broad and deep so that come what may, the question of our future shall be discussed and decided not by an illiterate and unthinking mob, but solely upon its merits by an educated and self-reliant people.

If ever the time shall come when we have to sever our connection with England, we think it will be accomplished by mutual consent, and a desire on the part of each to further the other's interests as well as their own, and the demagogue who would incite in this Colony feelings of hostility towards the Mother-land should be scouted by his countrymen as disloyal not only to England, but to Canada as well.

We trust that whatever our future may bring, it may not be antagonistic to England, but that by wise legislation and sympathetic action we shall be bound closer together, and that while we may be rivals in manufactures and commerce, our country shall always afford a safe and hospitable home to the surplus millions of the old land who may within our borders

find not only contentment and plenty, but a kindred feeling denied them elsewhere on this Continent.

Business Notes and Comments.

MESSRS. George Fleming & Son, of St. John, N.B., have obtained the contract for eleven locomotives for the Intercolonial Railway.

DURING 1879, the total losses by fire in the city of Toronto, amounted to \$194,328, the property affected being insured for \$451,525.

PROF. CROFT has lately tested a sample of ore found east of Gull Lake, which gives 27 per cent. of iron. Some silver from the same locality has been sent to Prof. Croft to be tested.

THREE-AND-A-HALF millions of dollars were paid at the New York Customs House last week for duties on imported goods—the largest receipts in a single week in eight years.

It is estimated that the cut of square timber in the Ottawa district this year, will not exceed one and a quarter million feet, against nearly three million of feet for the previous year.

THE Customs report for 1879 shows the value of imports of Canadian goods into Manitoba to have been, in round numbers \$2,000,000, being half a million greater than the Canadian imports in 1878.

"EFFORT, gentlemen," said Mr. Gladstone in his address to the enthusiastic students at Glasgow, "honest, manful, humble effort, succeeds by its reflected action, especially in youth, better than success."

COL. Robbins, superintendent of the Baldwin Mines, has about completed the arrangements for the shipment, via Rideau Canal, of 25,000 tons of iron ore to Kingston, at which point it will be loaded in schooners for Cleveland.

"A TRUE AMERICAN," says a trans-Atlantic contemporary, "is too proud to beg and too honest to steal; he gets trusted, and then 'busted.' It is evident that the writer of the above is not conversant with American politics."

THE Hamilton Tool Company, of Hamilton, has been attached by Messrs. Burrows, Stewart & Milne of that city. The amount of the liabilities is not yet known. The Company has been unsatisfactory in payments for some time.

MESSRS. Gilbert, founders, of Montreal, have signed a contract with the Government for \$50,000 worth of heavy guns for Canadian defences. The same firm offers to take up the rocks in the Galops Rapids, and is looking after the contract.

MESSRS. Babb & McIntyre, Mitchell, dissolved in June last. Mr. Thomas Babb, an old and well-known citizen, who got an extension, continued the business. Having fallen behind in his payments, he has been served with a writ in insolvency.

CANADIAN Pig Iron is now being bought by the Americans. A considerable quantity of Three Rivers iron has lately been sent to the States, including 1,090 tons sold by the estate of the late G. B. Hall from the Radnor mines at \$25 per ton, which is cheap, as prices are now going.

THE manufacturers of axes in Belleville, St. Catharines, Galt and Dundas, met in Toronto last month, to arrive at a basis of prices for next season's business, and there is every likelihood of an advance; prices must be higher to enable any profit to be made on their production.

SOME small towns seem to be infatuated with the idea that if they could establish a manufactory of some kind in their midst, they would go on prospering and to prosper. The latest is that the Kincardine Town Council are considering the propriety of giving a bonus to the manufacturers of a steel horse collar.

THE new City Council of Toronto comprises 7 lawyers, 4 merchants, 2 ex-contractors, 1 hide dealer, 1 soap manufacturer, 1 marble cutter, 1

druggist, 1 mill-stone manufacturer, 1 tea pedlar, 1 vessel owner, 1 saddler, 1 tea broker, 1 Government official, 1 florist, 1 wharfinger, 1 ex-hotel keeper, and one gentleman.

THE wholesale firm of Nerlich & Co., Toronto, has lately been dissolved by effluence of time. Mr. Hugh Blain retiring. Mr. Blain is well known amongst the wholesale trade of Toronto as an energetic and gentlemanly man of business, and his talents are such as should make him succeed in any new venture he may undertake.

It is not what we earn, but what we save, that makes us rich. It is not what we eat, but what we digest, that makes us strong. It is not what we read, but what we remember, that makes us wise. It is not what we intend, but what we do, that makes us useful. It is not a few faint wishes, but a life-long struggle, that makes us valiant.

THE folly of endorsing for ones friends is continually being illustrated in a very practical manner, the latest is, that of Mr. H. C. Russel, furniture dealer of Port Hope, who fell into difficulty through endorsing for friends, has obtained a discharge in insolvency. He owed to people in the trade, on his own account, not more than \$100.

A REQUEST to assign has been made upon Mr. William Elliott, M.P., general store dealer, Meadowdale, by Messrs. John Garrett & Co., of Hamilton. Mr. Elliott had been a successful farmer, and became the possessor of a good deal of land, which is, however, heavily mortgaged. His store business does not appear to have been a live one, and he fell behind in his payments. The estate, we imagine, will be a difficult one to realize from.

D. A. HARPER, the "Dollar Store" dealer of Montreal, in straitened circumstances, and now proposes to put his affairs into the hands of a trustee, and work off his liabilities within a year. He has lately spread his interests too widely, having opened at Ottawa, and is caught with a large stock, whose realizable value is uncertain. He owes but little over \$5,000, while his nominal assets represent about \$12,000.

It is said that the "Terry Clock Co." of the United States, propose starting a Watch and Clock Co., at Hochelaga, near Montreal, and employing about 200 hands. They are to be exempt from taxation for 25 years. If they do commence business in Canada, it is to be hoped that they will turn out an article which will do the country more credit than those manufactured by the "Hamilton Clock Co."

GEORGE H. STUART, the well-known philanthropist of Philadelphia, has lost all his princely fortune by the failing of another, whose endorser he had become. He surrendered his entire estate to the creditors of the party for whom he endorsed, and now, at the age of over 70 years, lives in a rented house, yet meets his friends every day with the sweet smile of conscious integrity and the proud content resulting from a well-ordered and honourable life.

FROM the bulletin of the American Iron and Steel Association, it appears that the American out-put of steel this year is the largest ever known, while the price is extraordinary high. In spite of the large importation of both old and new rails and pig iron, the American orders for these are not nearly filled. The total production of 1879 was 1,650,000 tons, against 1,157,000 tons in 1878. In addition to the railway iron demand, steel wire for fencing and iron pipe for the oil regions were also in great request.

THE chief of the Montreal police is in receipt of letters from all parts of the United States, asking information concerning a bogus jewellery firm, known as Mainfret, Belmont & Co., 214 St. Lawrence street, cheap watch manufacturers. Their mode of doing business has been to solicit orders, and get part payment in advance for cheap gold watches, and now they have gone away to keep store in Boston, in which place it is expected they arrived on January 1st. They have swindled the public out of thousands of dollars.

THE London Times having lately asserted that the present rise in iron is wholly due to American

orders—hence is temporary, the Manchester Guardian says the facts are otherwise. Prices are declining in speculative districts, but still rising in Staffordshire and South Wales, the manufactured iron markets. The Bolckow-Vaughan, a leading company, are working chiefly on East Indian orders, and are also executing large New Zealand ones. The Guardian asserts that no large iron-master accepts important contracts at the present prices. Experts generally believe that a further rise is probable.

THE liquidation of Messrs. Morland, Watson & Co., of Montreal, will, it seems, bear hard on a good many hardware dealers who have dealt principally with them. We are sorry to learn that Hatch & Mearns, of Oshawa, who got an extension some time ago, and have been paying up very promptly, have been attached by them. These gentlemen have for years been doing a good business, and were well regarded by the wholesale houses with whom they dealt. We trust they will be able to arrange matters so as to enable them to carry on their business with success.

ADVANCE IN PLATED WARE.—As we predicted some time ago, the general rise in the price of metals and labour has affected the price of electroplated ware, which has advanced in price nearly ten per cent., and still shows an upward tendency. With the return of prosperous times in their own country, the United States manufacturers find themselves almost unable to fill their home orders, and as a consequence are not so eager to slaughter the goods in foreign markets as they were during the depressed times. The effect of this rise will be to stimulate the production of these manufactures in Canada, for it is evident that with the present duty it will not pay to import these goods when they can be produced almost as cheaply at home.

THE free market question is gaining ground. In Sarnia a vote of the people was taken the other day, and they decided by a vote of ten to one to sweep away all restrictions on local trade. The fees have been taken off in Mitchell, and Lindsay is agitating the matter, with every prospect of a favourable result. The Advertiser advocates the abolition of fees in London, speaking of them as "petty restrictions on trade which should find no encouragement among enlightened people." The Beacon says Stratford's turn will come next. The Chatham Banner favours the principle, and reports the circumstances which prevent its immediate application there.

AT a church prayer meeting not far from Boston, a man whose credit was not the best, and who was somewhat noted for his failure to meet his obligations, arose to speak. The subject for the evening was, "What shall I do to be saved?" Commencing in measured tones he quoted the passage, "What shall I do to be saved?" He paused, and again more emphatically asked the question, "What shall I do to be saved?" Again, with increased solemnity and impressiveness of manner, he repeated the momentous enquiry, when a voice from the assembly, in clear and distinct tones, answered, "Go and pay John Williams for that yoke of oxen you bought of him!" The remainder of the gentleman's address was not reported. All present appreciated the fitness of the unexpected word in season, and were saved from hearing a lengthy exhortation from a swindler's lips.

WHAT A DEALER THINKS.—Mr. Alvin Patton, a diamond merchant of Cincinnati, thinks it highly probable that Mr. McLean, of Glasgow, has produced carbon in diamond formation as, many scientific men have done before him, "but always in such infinitesimal particles as to be utterly valueless for ornament. Sands of gold are found in quartz rock, but could they not be fused and melted together they would be of as little value as the Scotchman's carbonic particles of diamond. If you break a diamond into little pieces,

All the king's horses and all the king's men
Cannot put it together again.

I am not at all frightened, hoping and expecting to remain a diamond merchant all my life.

JUDGES should refuse to commit indigent debtors to jail for contempt of court in not being able to obey a Division Court order to pay their indebtedness. As a rule they do refuse. But now and the

some unfortunate debtor is packed off to jail because it is his fate to be hard up—and a good many people have been hard up during the commercial depression. To imprison a debtor, nominally for contempt of court, but really for inability to pay a debt, is a barbarous proceeding and altogether opposed in the spirit of the age. There is something wrong in the law that allows a man who owes thousands to go free while the man, who owes a few dollars is clapped into jail.

WHAT AN INVENTOR THINKS.—Mr. McLean writes to the Times stating that he had held an interview with Maskelyne, and after fresh investigations, lasting four days, of the crystalline substance obtained by him, he feels it his duty to say that the crystalline substance which he believed to be carbon in that condition is not so; but that while it very strongly resembles Brazilian "bourt," or diamond dust, it consists almost entirely of silica and alumina and a residue insoluble in hydrofluoric acid. Even after forty-eight hours action the residue still contained a few minute crystalline forms. Maskelyne thinks that by some modification of the experiments the desired result may yet be obtained. Mr. McLean thinks it improbable that diamonds of any size can be produced artificially, but he firmly believes that the time is not far distant when crystalline carbon in the form of dust, such as he still hopes to produce, will be obtained in quantity, and will have before it a great future in the arts.

In order to prevent smuggling in Montreal, the Government has issued most stringent instructions to their officers to be on the alert. To give the order effect instructions were given by the Surveyor of Customs to allow no parcels to leave the surveillance of the Customs officers in transit from Bonaventure Depot to the Express office, the presumption being that packages invoiced to parties were changed while en route from the depot. The absurdity of such an order is apparent when it is considered that the express officers have control of these packages from the moment they leave the Province line, when parties interested could easily change the packages if they were so disposed, and substitute others marked to correspond with the invoice, a thing which is not possible on the American side, where express cars are sealed from the public, and where express companies are under heavy bonds for goods carried.

Most of our readers will remember the case of R. Knox, watchmaker, Wingham, who after being refused a compromise of thirty cents on the dollar by his creditors and skedaddling to the States, was afterwards allowed to come back by paying eighty cents on the dollar of his liabilities, unsecured. The first composition notes became due last month and Knox now declares his inability to pay them. It appears that when the former settlement was made, the stock valued at \$2,000 was handed back to the insolvent, who has since been selling what he could from it. It seems that this stock has been afflicted with the galloping consumption, for it has shrunk into a value of \$900, although the creditors have never received any returns from it. In fact the whole transaction looks so like a premeditated swindle that the creditors contemplate arresting Knox, and making an example of him. The wonder is that merchants who had any experience of his former deliberate attempt to swindle his creditors would again trust him with his stock without being fully secured.

TORONTO ABROAD.—We notice that at the fare well dinner tendered to Dr. Williams, United States Commissioner to the Sydney International Exhibition, the toast of "The Sydney International Exhibition," was proposed by Mr. D. D. Manson of Toronto, the foreign representative of the Waltham Watch Company, who in a very appropriate speech, pointed out the great good that would emanate from this Exhibition, which would tend greatly to a closer and stronger feeling of reciprocity, both socially and commercially, and to bring to the notice of the world at large the great and lasting resources, both as regards agricultural and mineral wealth, of this great colony. He concluded a very interesting speech, which was frequently applauded, by coupling with the toast the name of the Hon. Augustus Morris. In referring to the above, the "American Exporter" says that Mr. Manson's was undoubtedly the speech of the evening.

Business Changes.

ATTACHED.—John Radigan, tins Arthur, Ont.; Dufresne, tins Montreal, Que.; Wm. Elliott, general store, Meadowvale, Ont.; R. Knox, jeweller, Ingham, Ont.; A. McGowan, hardware, Orangeville, Ont.; Chas. Carnegie, jeweller, Toronto, Ont.; P. Brunet, jeweller, Quebec, Que.; R. D. Elmon, jeweller, Moncton, N.B.; Thomas Sirdy, tins, Hamilton, Ont.; Arch Campbell, hardware, Woodville, Ont.; Hatch & Mearns, hardware, Oshawa, Ont.; Henry Potts, tins, Woodville, Ont.; Truesdale & Co., manufacturers of shoes, Hamilton, Ont.; Edward Foster, tins, Cambridge, Ont.

OTHER CHANGES.—Charlton & Roddy, tins, Norwalk, dissolved, style now Roddy & Son; Abel Charlton, tins and hardware, Stratford, Ont., sold to Geo. Hodge & Co.; Nerleich & Co., wholesale fancy goods, Toronto, dissolved, H. Blain replacing, style the same; W. S. Webster, stoves and hardware, Galt, Ont., has sold out; Ross, Cumming & Co., hardware, Prescott, Ont., dissolved, business carried under the style of R. W. Ross & Co.

SAMUEL STERN,

THE LARGEST

CLOCK

HOUSE IN CANADA.

beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz:

THOMAS, WELCH,

NEW HAVEN, GILBRET,

AND ANSONIA.

keep these Clocks in every style now manufactured, and show 180 different varieties of samples will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any elsewhere in Canada, and will guarantee to meet any competition either in quality, style or price. Prices can be had by the trade on application. We guarantee to fill all orders promptly at the rates quoted.

SAMUEL STERN,

31 Wellington, 40 Front St. East,

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GEO. E. COOPER,

Ornamental and General Engraver,

4 TORONTO ST.,

Toronto,

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All Kinds of Plate, Jewellery, Etc.
Tastefully Ornamented.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

WATCHMAKERS

In need of first-class work at lowest trade prices should send to

A. C. ANDERSON & CO.,

HAMILTON,

WHOLESALE JEWELLERS,

AND DEALERS IN

WATCH MATERIALS AND TOOLS

FOR SALE!

NICKLE SHOW CASES.

Almost new, made by Millichamp.

Ten feet long; 24 inches wide; 7 inches in height; square front; opens from the top; made for a Druggist. Suitable for a Druggist, Stationer, Jeweller or Hardware Merchant.

Price \$30.00 Cash.

CAN BE SEEN AT 58 YONGE ST.

ZIMMERMAN, McNAUGHT & CO.,

FOR SALE!

Ebony & Silver Show Case,

Almost new, made by Millichamp.

Length, 10 feet; width, 30 inches; height, 4 feet 6 inches; fancy scroll work and silvered sign on top; opens at the back; doors lined with the best quality mirror plate, has one shelf, supported by silver-plated brackets. One of the handsomest show cases ever made in Canada, suitable for a fine class jewellery business.

Price \$100.00 Cash.

CAN BE SEEN AT 58 YONGE ST.,

Zimmerman, McNaught & Co.

W. M. COOPER,

MANUFACTURER'S AGENT,

DEALER IN

RIFLES, GUNS, AND SPORTING GOODS,

SOLE AGENT

For the Celebrated Guns, & Rifles,

Manufactured by

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DAVID WILSON,

Ornamental and General Engraver,

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Crests, Cyphers, Monograms,
and inscriptions of all kinds
of Silverware, etc.

JEWELLERY NEATLY ORNAMENTED.

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MANUFACTURERS' AGENTS,

56 Yonge Street, Toronto.

Sheffield Sterling Spoons and Forks.

The best unplated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons have a guarantee wrapper, of which the following is a copy:

SPECIAL NOTICE.

THESE GOODS ARE MADE OF

SHEFFIELD STERLING,

The best known substitute for Sterling Silver, and are warranted to resist acids, keep their colour, and improve with use.

The manufacturers guarantee all the goods bearing the Trade Mark—

SHEFFIELD STERLING CROWN
S OF X

to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to the Canadian Agents and draw upon them for their invoice value.

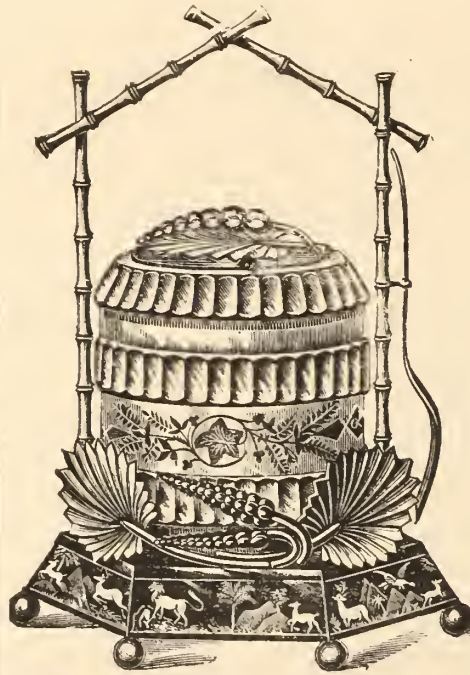
THE SHEFFIELD STERLING CO.,
Sheffield, Eng.

Dealers who have tried them will use no other. 100 Gross just to hand ex Steamer "Scythia,"—a full assortment of all the lines.

WHOLESALE ONLY

BY THE

Co.'s Canadian Agents,
Zimmerman, McNaught & Co.,
No. 56 YONGE STREET,
TORONTO, - - ONTARIO.



Electro Plated Ware.

We have to apologize to many of our customers for the delay in filling orders for these goods during the past two months. The fact is that our sales in this line, during the season which has just closed, were nearly double those of any former year, and entirely beyond the capacity of our Canadian manufactory. While grateful to our customers for their liberal patronage we have also to thank them for their kind forbearance. It is gratifying on looking back over the season just passed, to know that although we came before the trade with no elaborate advertisements or illustrated catalogues, gigantic alike in prices and discounts, our efforts to supply our customers with honest goods at honest prices were so well appreciated that the demand was beyond that of any former season, and far exceeded our most sanguine expectations.

We are at present engaged in perfecting our arrangements for the manufacture and sale of these goods, and trust in future to get such a stock of goods ahead that we shall be able to fill promptly any orders with which we may be favoured.

ZIMMERMAN, McNAUGHT & CO.,

Sole Wholesale Agents for

SIMPSON, HALL, MILLER & CO.,

Wallingford and Montreal.

Fine Cutlery.

We desire to notify the trade that we have been appointed Sole Wholesale Agents for the Dominion of Canada, for the celebrated Cutlery manufactured by Robert F. Mosely & Co., of Sheffield, England. These goods are all manufactured from the best double refined shear steel, and are guaranteed to be equal in finish and quality to any cutlery manufactured in England, while the prices will be found much lower than that of other first-class makers. R. F. Mosely & Co. make a specialty of the following lines, viz.: Bone, Ebonite, Patent Ivory, Hard Rubber and Ivory Handled Cutlery of the newest American patterns. They are also manufacturers of the celebrated

COMBINATION CARVER

AND KNIFE REST.

This Double Guard and Knife Rest is made all in one piece, and is the cheapest, strongest, most durable and elegant invention of the kind ever offered to the trade. Letters Patent have been secured for this invention, and any person found selling imitations will be prosecuted according to law. These goods will be found the most saleable of any in the market, and are guaranteed to give satisfaction.

TO BE HAD WHOLESALE ONLY

—: FROM:—

ZIMMERMAN, McNAUGHT & Co.,

No. 56 Yonge Street,

TORONTO, - - ONTARIO.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

* 7

TORONTO, MARCH, 1880.



SHEFFIELD STERLING SPOONS AND FORKS.

The last advices from England inform us of an advance in the price of Nickel Silver of all grades, of from 10 to 15 per cent old figures, and that a further increase may shortly be expected.

In consequence of these advances it is impossible that Nickel Silver Spoons and Forks can continue to be sold at former prices, but must go up in proportion to the rise in Great Britain, as this rise must of necessity affect the price of cheap goods more than of the finer qualities. Dealers will find it more than ever to their interest to buy reliable goods that they can only recommend to their customers as being value for their money.

We have now in stock over 300 gross of our celebrated

SHEFFIELD STERLING SPOONS AND FORKS

which we fully believe to be the best unplated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons, have a guarantee wrapper, which the following is a copy:

SPECIAL NOTICE.—These goods are made of **SHEFFIELD STERLING**, the best known substitute for Sterling Silver, and are warranted to resist acids, keep their colour, and improve with use.

The manufacturers guarantee all the goods bearing the Trade Mark—

SHEFFIELD STERLING CROWN
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of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to the Canadian Agents and draw upon them for their invoice value.

THE SHEFFIELD STERLING CO., Sheffield, England.

Dealers who have tried them will use no other. **WHOLESALE ONLY** by the CO.'S CANADIAN AGENTS.

ZIMMERMAN, McNAUGHT & CO.

FINE CUTLERY.

We desire to notify the trade that we have been appointed Sole Wholesale Agents for the Dominion of Canada, for the celebrated Cutlery manufactured by Robert F. Mosley & Co., of Sheffield, England. These goods are all manufactured from the double refined shear steel, and are guaranteed to be equal in finish and quality to any cutlery manufactured in England, while prices will be found much lower than that of other first-class makers. R. F. Mosley & Co. make a specialty of the following goods, viz: Bone, Ebonite, Patent Ivory, Hard Rubber and Ivory Handled Cutlery of the newest American patterns. They are also manufacturers of the celebrated

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To be had Wholesale only from

ZIMMERMAN, McNAUGHT & Co.,

No. 56 Yonge Street, - TORONTO, ONTARIO.

FIRST PRIZE GOLDSMITH'S WORK AT TORONTO INDUSTRIAL EXHIBITION.

P. W. ELLIS & CO., MANUFACTURING JEWELERS AND WATCHMAKERS,

IMPORTERS OF WATCHMAKER'S & JEWELER'S SUPPLIES,

Dealers in Diamonds and other Precious Stones,

NO. 4 TORONTO STREET,

TORONTO.

We are now manufacturing Morocco Cases for Earring Sets, Watches, Necklaces, Locketts and Rings. Ring and Watch Trays made to order. All at prices closer than imported goods of same class. Old Cases and Trays relined and made like new. Send for prices and samples.

Manufacturers of Gold Chains, Albert, Long, Opera, Brooch, Leontine, Chatelaine, Tassel Chains, Necklaces, Solid and Hollow, in every design and any weight. Jewelry repaired, matched or made to order. Coloring, Gold and Silver-plating, Chasing, Engraving, both Silver, Gold or Stone, Enamelling and Diamond Setting. All classes of work made by experienced workmen who make a specialty of a particular branch of work. Estimates and designs furnished of Badges, Medals, articles for presentation or other purposes. In plain rings we stamp the name of the customer ordering, free of charge, which the trade will at once see the advantage of as an advertisement and guarantee of the quality represented. Thanking the trade for their past custom and soliciting a continuance of your liberal support,

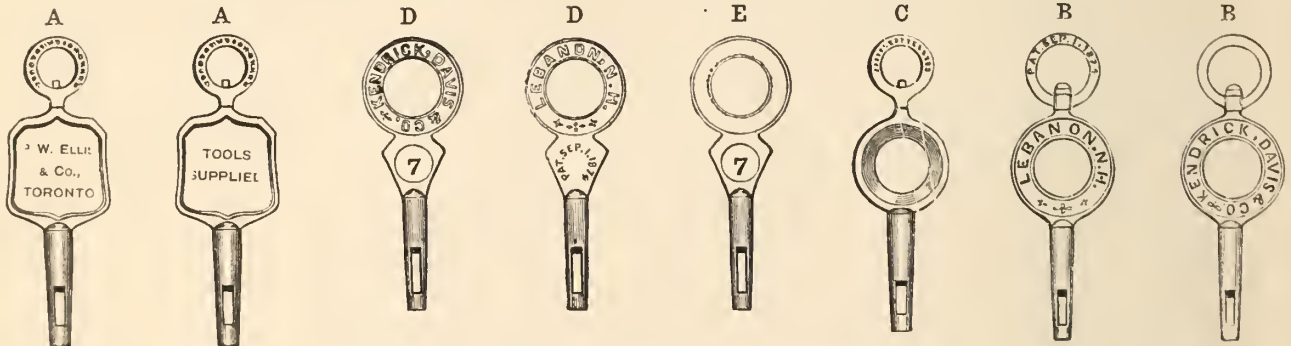
We remain, yours respectfully,

P. W. ELLIS & CO.

N.B.—Raised Gold Monogram Locketts and Single Stone Diamond Gypsy Star Set Rings made to order.

Sole Agents in Ontario for the Ne Plus Ultra Dust-proof Nickel Plated Keys.

Styles,



No. 9.

BENCH KEYS, in sets of 6, 4 and 3.



No. 10.

Style P, Nickel Handle.



The Key Pipes are all warranted to be made of the finest quality of steel, possessing an indisputable advantage over every Key yet offered. By having the square of each Key perfect the whole depth, an advantage in its own durability, and a great preservative of the winding square in the watch, the utility of such will be readily perceived by every practical Watchmaker. Another great advantage: each Key has a mortice through the pipes, making it the most simple and thoroughly dust and moisture proof, as well as the cheapest Key, "advantages considered," in the market.

We forward complete descriptive Price Lists and Samples upon application, and would press the trade to give them a trial as we are assured they will use no other. The leading retail business throughout Ontario have almost, without exception, universally adopted them, and from all quarters, we receive flattering testimonials of their superiority, in regard to durability and excellent appearance, rendering them readily saleable. Sizes 4, 5 and 6, fit American Gents' Watches and No. 9 Ladies' American

Dealers will at once see the advantage of the name as an advertising medium.

P. W. ELLIS & CO.

THE TRADER.

TORONTO ONTARIO MARCH 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada

Advertising Rates.

Full Page - - - \$20 00 each issue
 Half Page - - - 12 00 "
 Quarter Page - - - 8 00 "
 Small Advertisements 8 cents per line.
 A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly.
 All business and other communications should be addressed to

THE TRADER PUBLISHING CO.

Box 1325 Toronto Ont.

The Repeal of the Insolvent Act.

The indications are, that unless again vetoed by the Senate, the present session of the Dominion Parliament will see the repeal of the Insolvent Act. But as "the Act of 1875 and amending Acts" is, it is better than none, and that the country will discover to its cost when once the mischief occasioned by its repeal has commenced. The almost unanimous opinion of the merchants in Canada is, that such an Act is a necessity, and that in view of the present commercial situation, it would be disastrous for us to go back to the position we occupied before the enactment. That the present government think such an "Act" a necessity is quite evident from the fact that last year they prepared and brought before the House an Insolvent Act of their own. If their united wisdom had considered the country was better off without such a measure they would scarcely have gone to the trouble of preparing it.

It seems, however, that with true partisan instincts they have deliberately sacrificed their own judgment and the welfare of the country in the matter, in order to keep clear of trouble. There is not the slightest doubt but that if the Government had really been desirous of having their Act passed it would have been done. The large majority they have in the house has provided its subserviency by swallowing worse losses than any Insolvency Act could possibly be.

Although the Insolvent Act is sadly defective in its construction, the principle pervading it is a just one, viz., "That when a dealer becomes an insolvent his estate should be divided amongst his creditors, *pro rata*." Take away this principle and you at once open the way for roguery of every description.

Mr. Colby may imagine he is purchasing notoriety at a very low price, and the government may assume that it is none of their business whether the Act is abolished or not, but we very much mistake the feeling of the mercantile classes of the Dominion if it does not provoke a very strong feeling of antagonism against the Conservative party, who have the power, if they only had the will, to give the people what they desire in this matter. The Insolvency Act is one which only directly affects business men, and if they are willing and anxious to have it, believing it to be for the general good, we do not see why outsiders, whose rights are in no way affected by it, should feel called on to interfere in the matter. This act, which affects business men only, should be framed by business men to suit their own views, and if they do not know what they want, or what is best in a purely commercial matter such as this is we hardly think it possible for them to receive instruction from those who know less about it than they do themselves.

The Government ought to take the trouble to learn, either through the Boards of Trade, or by communicating with merchants, the general views upon the subject. When once they had these they could have but little difficulty in framing an act which would be acceptable alike to debtor and Creditor. The Toronto Board of Trade has presented the Government with a memorial setting forth the dangers which will be caused by the repeal of the present act; this has been signed by nearly all the leading merchants of this city, and ought to convince the Governor if such proof were necessary, that the mercantile community do not look upon this subject in the same light as do the members of the present Parliament.

It is to be hoped that if Mr. Colby's Bill passes its third reading in the Commons, the members of the Senate will have the courage to strangle it again. If they do they will deserve well of their country.

Commercial Travellers.

A quarter of a century ago "commercial travellers" were a sort of *rara avis*, to-day they are one of the recognized institutions of the country, and the wheels of commerce would move very slowly without them. In those good old days their advent was looked forward to by the merchants with whom they did business as one of the *events* of the season; they were welcomed when they came, feasted

while they remained, and wished a prosperous journey when they took their leave. Ah! but those were the good old days. It was a hard life, for roads were almost impassable, the country sparsely settled, and hotel accommodation not of the very highest order, but in spite of these disadvantages it had its bright side, goods were hard to get and easy to sell, accounts, though few, were safe, and travellers and their customers were friends and not unfrequently boon companions in something else than business. To day the traveller occupies a very different position. He is no longer uncommon, indeed so numerous has the tribe become and so assiduously do they cultivate their customers that they have almost come to be considered a necessary nuisance. Their name is "legion," for they are many. They are no longer welcomed as jolly companions, and their coming and going has become so common as to be a matter of perfect indifference to the merchants with whom they transact business.

If, however, commercial travellers have lost their social status with their customers, they have vastly improved in other respects.

The traveller of to-day is a man of men; shrewd, quick witted, a good judge of human nature, well up in business, educated, gentlemanly, and thoroughly master of himself; he is in every thing pertaining to business head and shoulders above his prototype of a quarter of a century ago.

And just in proportion as the class of men have improved, so have they influenced the direction of trade; they have great opportunities and grave responsibilities resting upon them, and as a rule they are fully equal to the requirements. The fact that they are so universally employed proves conclusively that they are an outgrowth of commercial necessity. There is not a wholesale house of any size that does not employ one or more travellers in order to benefit their trade. Indeed it may be pretty safely said that the bulk of the trade of Canada is in the hands of our commercial travellers, and merchants who want either to build up a new business or conserve an old one, are bound to employ them.

Several of our leading wholesale houses held out against them for years, and tried in their advertisements to make capital out of the fact that "*they employed no travellers*," but they have since realized that they were behind the spirit of the age and have fallen regularly into line, and are now trying to outdo their competitors by sending out the best equipped travellers in the country.

The reason for this is, that but a comparatively small portion of our retail merchants personally visit the markets in order to purchase their stocks. They are waited on and their orders solicited by so many travellers that as a rule they have no necessity to leave home to buy what they want. As a prominent Montreal merchant said the other day:—

“So far as commercial travellers are concerned, I take the liberty of saying that ours compare very favorably with those of any country. I remember when there were no commercial travellers in Canada, when merchants came to Montreal to see their dealers, and have a little social intercourse with them. Those days have passed away. Now, customers in the country stand more to us, not as a geographical, but as a ledger expression; we see their names on our books but do not see their faces.”

To give some idea of the influence of commercial travellers in this country, we need only instance the career of the Commercial Traveler's Association of Canada.

This Association was organized in 1871, and was at first only moderately successful, as it was entirely without special privileges or benefits of any kind. Of late years, however, it has prospered rapidly, and now numbers 1,226 bona fide travellers in its membership, and has a surplus fund of over \$20,000.

In addition to the railroad and hotel privileges, (which latter could be greatly enlarged in many places if the Association took the proper means) it insures its members against accident to the amount of \$1,000, and is its own underwriter. It is estimated that the gentlemen belonging to this Association during their peregrinations in search of business, expend not less than \$1,000,000 per annum mostly in the Province of Ontario.

The bulk of this money is expended in railroad fares and hotel expenses, and it is no small boast for our travellers to say they have materially aided the general travelling public to better hotel accommodation than they would otherwise have had.

What our Lawyers Think.

A meeting was held in Toronto last month for the purpose of disussing the changes necessary in the present Insolvency Law, and the general sentiment of the speakers seemed to be in favor of a radical change from our present system. A good many of these changes are in the same

direction as we proposed in our editorial columns in December, and look to the lessening the number of assignees and a reduction of their fees. Some of the ideas brought forward, especially those of Dr. Snelling, were entirely new and worthy of careful consideration. The meeting appointed a committee to confer with the Board of Trade in order to memorialize the government of their views. There is not the slightest doubt but that our merchants are favourable to an insolvency law, but it should be brought forward by government, and made as thorough and comprehensive as possible.

The Knox Insolvency.

Most of our readers will remember the case of R. Knox, jeweller of Wingham, Ont., who in the spring of 1879 came to Toronto for the purpose of compromising with his creditors at 30 cents on the dollar. As we stated before, Mr. Knox's offer was not accepted, and so convinced were his creditors of Mr. Knox's purity of purpose in making this offer that they had him arrested for fraud. Mr. Knox settled the account of the creditor who caused his arrest, and before he could again be nabbed, took refuge in the United States, where, after considerable negotiation, he arranged with his creditors to pay them 80 cents on the dollar *unsecured*, and all the expenses of the Insolvency in addition. This would make the amount he would have to pay in all nearly 120 cents on the dollar, rather a herculean task for a man whose estate only showed 30 cents on the dollar. Mr. Knox, however, tackled it manfully, but when the first instalment of this composition became due, he was unable to meet it and the estate was again thrown into Insolvency. In our last issue we stated that we were informed that the stock, which the Assignee delivered to Mr. Knox, after the first Insolvency had shrunk from \$2,000 to \$900, while the creditors had as yet received nothing out of the proceeds. Mr. Knox seems to have taken our statement very much to heart, for he has been to the trouble of writing nearly all his Toronto creditors letters similar to the one below, which runs as follows:

WINGHAM, Feb. 10th 1880.

DEAR SIR, I see a very erroneous statement made about me in a small paper called THE TRADER, saying that my stock when last seized was only \$900. You will please pay no attention to THE TRADER statements about me, as my stock and fixtures when seized on the 11th ult., was \$1,720. I wish

you could find out who it is that is endeavouring to undermine the wholesale trade by endeavouring to thus misrepresent their customers. Assets now are \$1,250 over liabilities.

Yours respectfully,

R. KNOX.

In relation to the above we would simply say that our information was obtained from the Assignee, and we are exceedingly sorry that we should even inadvertently have said anything which would reflect on a merchant of Mr. Knox's respectability and high moral character.

We would, however, point out to Mr. Knox that his business is the best proof of the benefits of the N. P. that we know of, and his statement ought to be published by every Conservative paper in Canada.

A year ago Mr. Knox could only pay 30 cents on the dollar, now, although he had been luxuriating for several months in the United States, and left his business to the tender care of strangers, thanks to the benign influence of the N. P., he shows, as he says in his letter, a surplus of \$1,250 above all his liabilities.

Comment is unnecessary—but Mr. Knox is certainly to be congratulated upon his improved position.

The Ontario Manufacturers' Association.

The Annual Meeting of this Association took place in this city on the 14th January, for the purpose of electing Officers and the transaction of other business. The President, Mr. E. Gurney, congratulated the members upon the decided improvement in trade that had taken place, and predicted that in twelve months more the National Policy would be so popular on account of our prosperity that it will be hazardous for any leader to bring forward a measure proposing the repeal of the tariff. There is no doubt whatever, that if the N. P. exists for a few years longer, so many new interests will have been created and so much capital invested in manufactures, that their very existence will materially affect the question at issue, and modify considerably any argument in favour of a return to the old revenue tariff. The “vested interest” principle will then enter into the question and will be of such magnitude as to demand and obtain recognition.

The meeting passed two resolutions: first, “That this Association desires to express its general approval of the tariff legislation of the last session of the Dominion Parliament, which, it is evident, has in a large measure helped to bring about the marked commercial improve-

ent and financial condition now existing in this country."

And second, "That in view of the extension likely to be given to Canadian industries by the legitimate operations and efforts of the National Policy, and other, in the belief that the merits of our productions entitle them to recognition beyond the limits of our own markets, the Association considers it desirable and commends to the consideration of the Government the importance of appointing one or more commissioners to promote a desirable end—viz.: the opening of new markets for the sale or exchange of our increased and improved industries." The first resolution was natural and eminently proper, for if any class in Canada has been benefited by the N. P., it is certainly to be the one for whom it is expressly framed.

In reference to the second resolution, the President said he had been informed by the Minister of Finance that he was willing to send abroad commercial travellers, whose duties would probably be to supply such information regarding Canadian trade as is given by American Consuls.

We would like to see all our manufacturers as prosperous as they could wish, and we trust that they will succeed in building up a large and paying foreign trade; but we think the Minister of Finance could hardly have been in earnest when he proposed to send out "Drummers" to push trade for them in foreign countries. But even if he had been in earnest, our manufacturers would not reap any very decided advantage from the class of "commercial travellers" that would be sent out by Governments, unless the appointments were made on an entirely different principle from those we generally see. We think Canadian manufacturers ought to be as enterprising and self-reliant as those of other countries, and that private enterprise ought to be speculative enough to risk something in order to benefit the investor. This would be good and legitimate work for the manufacturer's association to take up upon their own account, and they should at once take steps in that direction, and not lean too heavily on a Government that has already proved itself more than kind to their interests. If individual manufacturers are not wealthy enough to send out special representatives, let them group their interests and share the expense of finding out a suitable man, as is often done by American houses. One such live traveller, who knew his business, could introduce our manufactures more thoroughly and reflect more credit upon Canada than a score of Government "representatives," whose interest would consist mainly in having a good time and drawing their pay.

Business Notes and Comments.

The losses of British farmers for the past year are estimated at £100,000,000 to £150,000,000.

THE Dominion Detective Agency and Merchants Police has been organized in Montreal, under the management of ex-Detective Fahey.

A MONTREAL property owner thinks he has found the richest aluminum deposits in the world on the slope of the Montreal mountain, and talks about a yield of 15 to 22c per cent.

A E KEMP, retail hardware dealer, of Phillips square, Montreal, has been unable to make the business in his new and promising stand pay, and has been attached, liabilities are probably not over \$5,000.

THE hardware stock of the estate of John Horsman, Guelph, amounting per inventory to nearly \$11,000, was sold on Tuesday last by auction at the rate of 75 cents in the dollar to Messrs. Thompson & Co., of Montreal.

THE spoon factory portion of the Holmes, Booth, & Hayder Works, at Waterbury, Conn., U.S., was lately destroyed by fire. About 100 hands were employed. The loss is \$150,000, over \$100,000 being on finished goods.

THE Peruvian paper dollar is now worth twelve cents. Our Rag Baby friends could find employment down there for a while in convincing these unsophisticated Peruvians that they are mistaken in their estimate of their paper dollar.

DURING January there were 1,800 tons of ore taken out of the Hull iron mines. The ore is being shipped by rail to Niles, Ohio, at the rate of 48 carloads per week. The total quantity of ore taken out of the mines since operations began is 2,500 tons.

It seems to be admitted by the Government that while the effect of the tariff has been satisfactory as regards the national industries, it has not been satisfactory as regards the revenue, and that a deficit will have to be announced when the budget speech is made.

MIXING in the vicinity of Tamworth is being vigorously prosecuted, and good samples of iron, lead, silver and gold have been shown as the product of investigation. Specimens of red and yellow ochre from the Wallbridge mine in Madoc are now on exhibition in Belleville.

Last week a fire occurred in Michael Solomon's jewellery store, No. 372 Queen-street West, but the flames were subdued by the use of one of the extinguishers attached to the salvage corps before serious damage was done. The fire originated through a defective chimney flue.

THE returns of the exports of the buffalo robes from the North West show how rapid the extermination of the buffalo has been. In 1878, 16,897 were sent out from Fort Walsh, this year but 8,277. In 1877 the Fort McLeod figures were 30,000, in 1878, 12,797, in 1879 only 5,797.

SOME goods were lately sold in Boston to one of the partners of the San Francisco firm, then in Boston, who shipped the goods to his partners. When the goods had been shipped the San Francisco firm went into bankruptcy and the Boston house stopped the goods in transit at Chicago. The Court there decided that delivery to the partner in Boston was only for shipment and did not destroy the right of stoppage at any time before the goods reached their destination.

AN attachment has issued against Tucker & Beer, carriage makers, Mitchell Ont. The firm was formerly Styles & Tucker. The former retired, and the latter, being caught by the fever of investing in joint stock companies, took about \$16,000 stock in the A M Gibson Manfg Co., this was too heavy a load, their estate has been served with a writ.

THE Messrs. Allan have purchased a new steamer of 300 feet keel, 40 feet breadth of beam, and 31 feet depth of hold with direct-acting compound engines, having cylinders of 48 and 84 inches, and stroke of feet 6 inches. This fine vessel is to be called the Egyptian, and will be ready to take her place on the Allan Line as soon as navigation opens.

There was a man who had a clock.

His name was Matthew Mears,

He wound it regular every day

For four and-twenty years.

At last the precious timepiece proved

An eight-day clock to be,

And a madder man than Mr. Mears

I would not wish to see.

Under the beneficial influence of the N. P., Mrs. Adam Murray, of Egypt, near New Glasgow, gave birth to five children—three girls and two boys—yesterday morning. Unfortunately, four of them died last evening. They were well formed—the smallest thirteen inches and the largest sixteen inches and a quarter long. The surviving one is doing very well. The mother is a great deal better than could be expected. She is one of eighteen, her mother having twins three times. There is corn in Egypt yet.

THE assignee of the A. M. Gibson Manufacturing Company estate has agreed to pay \$5,000 to the corporation of Mitchell in full settlement of all claims held by the town against the estate. The money will be paid as soon as the proper by-laws are passed by the Council. This is a small amount for the \$15,000 bonus and \$1,200 interest yearly. Mitchell has paid dearly for its whistle, in the way of bonus, thanks to those who threw dust in the eyes of the people in order to secure their sanction to a wild scheme.

SUDDEN DEATH. Charles Cox, of 196 Sumach-street, Toronto, a working jeweller in the employ of Messrs. Hull & Houghton, dropped dead last week in the office of his employers. He had for some time been suffering from consumption, and Drs. Newcombe and Riddell, who were called, decided that hemorrhage of the lungs was the cause of death. Coroner Riddell deemed an inquest unnecessary under the circumstances. Deceased formerly lived in Barrie but for the last nine years has been a resident of this city. He leaves a wife and two young children.

THE introduction of American machinery by the shears manufacturers of Sheffield, England, is causing dismay to the operatives, who were but lately the most arrogant of strikers. At a late meeting of the trade society they offered the employers a reduction of 15 per cent upon the best hand made shears. But the manufacturers cannot now recede. They have found American competition driving them out of their own home market, besides easily diverting foreign trade. They must keep up with the time or abandon their business. The forging machines have exceeded the most sanguine expectations, and have dispelled the most inveterate doubts, and the success of the grinding machines is equally unquestionable.

It having been stated that coal oil of an explosive character was being sold in the city, Mr. Battie, Inland Revenue Inspector, has visited every shop in the city where coal oil is sold, and collected samples, which he examined, and found that in the majority of cases they would not stand the fire test. As a consequence the government have decided to raise the fire test on Canadian oil to 110°.

MR. RICHARD THOMPSON, jeweller and fancy goods dealer of St. John, N.B., has made a trust assignment. His liabilities are placed at \$100,000. His assets are—stock, \$32,000; outstandings, \$8,000; real estate, \$10,000, encumbered for \$2,500; and an overdrawn account against J. D. Schurman, his book-keeper, of \$13,000, on which will probably be realized some 30 per cent., or \$3,900. Total assets thus represent \$51,400. It is expected that the estate will pay a fair dividend, though the failure surprises all, and it is now found that \$87,000 of his liabilities arises through accommodation, or the loan of his name.

THE bill proposed by Mr. Mowat for winding up bankrupt estates when the Insolvent Act shall have been repealed, does not meet with approval at the hands of the commercial community. They say it will make bailiffs heirs and successors to the official assignees, and that by the time the estate is wound up and all fees paid, there will be little left for the creditors. The door will also be opened for relatives or friends of a debtor to file a claim for a heavy debt, and gobble up a large share of the estate, and the effect will be to drive many traders into insolvency who might otherwise pull through if not molested by a spiteful creditor. The fact is, it is hard for a lawyer to deal with a commercial subject from a commercial point of view. What is wanted is some cheap and expeditious mode of winding up estates so that the creditors will at least get a fair share of the assets, instead of the bulk of these being wasted on litigation and fees.

In reference to the failure of Mr. McGowan, hardware merchant, of Orangeville, the *Monetary Times* says: "A merchant can make no mistake in living a life of simplicity and frugality, but there can be, and there are, great mistakes made by such as adopt an opposite course. Mr. Alexander McGowan began about eleven years ago a hardware business in Orangeville, and did a business in some years of \$30,000 or \$40,000, carrying a stock of between \$10,000 and \$15,000. True, he had not much capital, but from the way he lived he seemed to think himself wealthy, and from the way he obtained credit, other people seemed to consider him wealthy. In former years Mr. McG. made money, apparently, but of late he has been hampered and slow, which is partly to be accounted for by unwise laying out of money on a fine dwelling, and for heavy household expenses. Messrs. Morland, Watson & Co. sold him largely, and have now a claim against him of \$22,000, not much of which, however, is of recent incurring. This firm has placed him in insolvency; six Toronto creditors, several in Orangeville, Galt, and elsewhere, (two Loan Societies for \$1,224), the Presbyterian Church for \$300, make the total claims against his estate \$30,000. The total assets at their greatest valuation amount to but \$20,000, including stock at invoice cost \$3,600, and real estate, and the firm first named value their security at \$6,000. The offer made by Mr. McG. to creditors amounted to about 12½ per cent. to those unsecured, but it was refused, and now he "steps down and out." A popular man, of good name and repute, he was fond of display beyond his means or earnings, besides which his bookkeeping was wretchedly bad and negligent."

THE artificial diamond fizzle is again to the front. This time Prof. Maskelyne announces the entire success of Ballantyne Hannay, of Glasgow, Fellow of the Chemical Society, of London, in producing diamonds. Hannay sent him crystallized particles, presenting exactly the appearance of fragments of broken diamonds. These fragments easily scored deep grooves in the polished surface of sapphire. Hannay's process is soon to be announced to the Royal Society. Prof. Maskelyne, in speaking of Hannay's artificial diamonds, says this element has never been crystallized before. His process is hardly less momentous to the arts than to the possessors of a wealth of jewellery. Later advices say that these gems are so small as to be almost worthless in the jewellery trade. Hannay himself says the expense of producing his diamonds is so great as to reduce the invention to a laboratory experiment. In view of these facts we think that holders of large diamond stocks need not be in a hurry to part with them at any sacrifice.

Probably the best and most popular song in the new comic opera of the Pirates of Penzance is that of the Policeman, which runs as follows:—

SERG.—When the enterprising burglar's not a burgling—

ALL.— not a burgling:

SERG.—When the cut throat isn't occupied in crime—

ALL.— pried in crime,

SERG.—He loves to hear the little brook a gurgling—

ALL.— brook a gurgling,

SERG.—And listen to the merry village chime—

ALL.— village chime.

SERG.—When the coster's finished jumping on his mother—

ALL.— on his mother,

SERG.—He loves to lie a basking in the sun—

ALL.— in the sun;

SERG.—Ah, take one consideration with another—

ALL.— with another,

SERG.—The policeman's lot is not a happy one—

ALL.— happy one!

The comic *Puck* of New York parodies it as follows: When the enterprising builder isn't building—

—Isn't building—

He loves to stand and watch his buildings fall—

—Buildings fall,

And estimate the number that are pulverized and killed in

—Verized and killed in

The mansion with the eight inch party wall—

And we add

When the Cabinet have worried through the Session

—through the session,

They love to treat the Gov'nor to a run

—to a run,

But when the bill comes up for consideration

—for consideration,

Their lot cannot be called a happy one

—happy one.

Business Changes.

ATTACHED.—Drew Bros., jewelers, Orillia, Ont. W. A. Short, jeweler, Iroquois, Ont.; Richard Thompson, jeweler, St. Johns, N.B.; McNice Bros., Tinsmith, Montreal; Wm. Hodgkinson, Tinsmith, Strathroy, Ont.; Jas. B. Riggan, Tinsmith, etc., Widder, Ont.; E. A. Kemp, hardware, Montreal; R. H. Earle, jeweler, St. Johns, Newfoundland; Alex. McGowan, hardware, Orangeville, Ont.; P. Bennet, jeweler, Quebec, Me.; R. D. McElmon, jeweler, Moncton, N.B.

OTHER CHANGES.—Arthur H. Welch, mfg. jeweler, Toronto, now Welch and Trowen; Thomas Davidson & Co., wholesale tins, dissolved; H. Leeson, retiring, business continued under the same style by T. & J. Davidson. W. J. Reid & Co., wholesale crockery, London, have admitted Thos. P. G. Bryan and Jos. Pigot into the business, style the same; Burrow Chatfield & Co., tins, &c., St. Catharines, Ont., dissolved; W. Chatfield, retiring, style the same; J. H. Stone & Co., lanterns, Hamilton, dissolved, and A. W. Gage, retiring, style J. H. Stone; W. Trusdale & Co., hoe mfrs., Hamilton, compromised at 25 cents on the dollar; H. Hale, jeweler, Brantford, selling out; A. and C. Bollmer, hardware, Berlin, Ont., sold out to C. E. Moyer; C. McBeem, hardware, Toronto, compromised at 50c on the dollar.

SAMUEL STERN



THE LARGEST

CLOCK HOUSE

IN CANADA.

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH,

NEW HAVEN, GILBRET.

AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

SAMUEL STERN,

31 Wellington, 40 Front St. East,

TORONTO.

SPRING GOODS!

JUST ARRIVED.

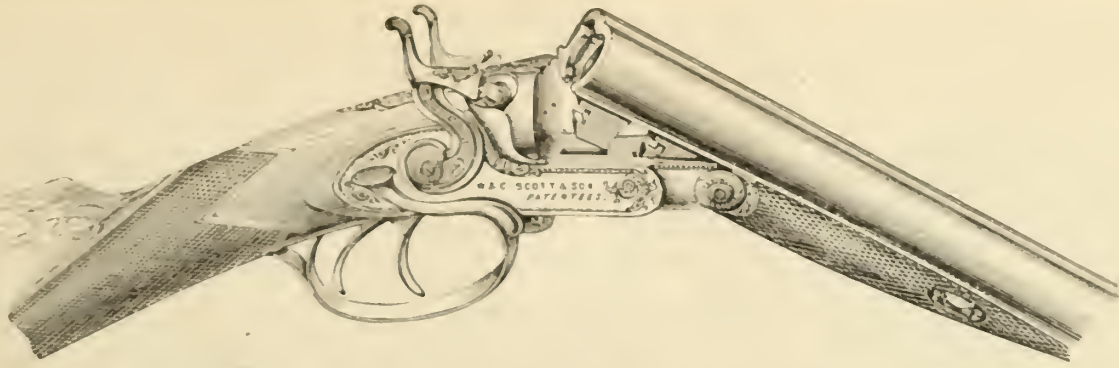
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Jet Balls and Necklets

AMERICAN JEWELRY.

All the new designs and novelties brought out this season.

ZIMMERMAN, McNAUGHT & Co.



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DEALER IN RIFLES, GUNS AND SPORTING GOODS,

Agent for the celebrated Guns and Rifles manufactured by W. & C. Scott & Son, W. W. Greener, George Gibbs, Thomas Turner, Williams & Powell.

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23 Front Street West,

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GEO. E. COOPER,

Ornamental & General Engraver,

4 TORONTO STREET,

TORONTO, - - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.,

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

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TORONTO.

CRESTS, CYPHERS, MONOGRAMS,

and Inscriptions of all kinds of Silverware, etc., etc.

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

FOR SALE!

Nickle Show Cases!

ALMOST NEW, MADE BY MILLICHAMP.

Ten feet long; 24 inches wide; 7 inches in height; square front; opens from the top; made for a Druggist. Suitable for a Druggist, Stationer, Jeweller or Hardware Merchant.

PRICE, \$30.00 CASH.

CAN BE SEEN AT 56 YONGE ST.

ZIMMERMAN, McNAUGHT & Co.

FOR SALE!

EBONY & SILVER SHOW CASE,

ALMOST NEW, MADE BY MILLICHAMP.

Length, 10 feet; width 30 inches; height, 4 feet 6 inches; fancy scroll work and silvered sign on top; opens at the back, doors lined with the best quality mirror plate, has one shelf, supported by silver plated brackets. One of the handsomest show cases ever made in Canada, suitable for a fine class jewellery business.

PRICE \$100.00 CASH.

Can be seen at

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ZIMMERMAN, McNAUGHT & Co.

WATCHMAKERS

In need of first-class work at lowest trade prices should send to

A.C. ANDERSON & Co.

HAMILTON,

Wholesale Jewellers,

AND DEALERS IN WATCH MATERIALS
AND TOOLS.

GORHAM MFG CO.,

UNION SQUARE, NEW YORK,

Manufacturers of the finest line of

SOLID SILVER, FLAT AND HOLLOW WARE

in the world. Guaranteed standard quality 927, 1,000 fine. Jewellers wanting Solid Silver Tea or Coffee Sets, Urns, Waiters, Epergnes, Baskets, &c., or chased goods of any description for presentations, can have photographs of these manufactures forwarded to them by express, by applying to the Company's Wholesale Agents,

Zimmerman, McNaught & Co.,

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CANADIAN ELECTRO-PLATED WARE.



In order to protect our Canadian Trade, we have opened a branch factory at Montreal, and have fitted it up with the latest and most improved machinery for the manufacture of all kinds of Electro Silver Plated Flat and Hollow Ware. We have imported a full corps of operatives from our main factory at Wallingford, Conn., U. S., which will enable us to turn out goods equal to any manufactured in the United States. The branch factory is under the personal supervision of Mr. G. W. Hull, who has long been recognized as one of the most experienced and practical managers of this kind of manufacture in the United States; this in itself will be a sufficient guarantee that all the work turned out of the Montreal factory will be fully up to the standard both in **Quality and Finish.**

IN HOLLOW WARE

We will, as usual, make a full assortment, including all the latest novelties. These goods will be found fully illustrated in our new catalogue, and are warranted to be equal to any goods of a similar kind manufactured elsewhere. All our goods bear our own Trade Mark and name, and are guaranteed to be first-class in every particular, no matter by whom sold.

IN SPOONS, FORKS

and other Flat Ware we will continue to manufacture goods worthy of the high reputation we have attained, and can recommend them as being equal to any goods in the world. They are all heavily plated with a coating of pure silver, from 10 to 20 per cent. heavier than the regular market standard, upon a base of 18 per cent. Nickel Silver, and are all hand burnished and finished equal to sterling silver goods. We are prepared to furnish them either in Plain or Fancy Patterns, in Extra, Double, Triple and Quadruple Plate. Each Spoon and Fork has the quality plainly stamped upon the back, and every dozen is warranted by special guarantee wrapper. Full particulars as to patterns, etc., will be found in our illustrated catalogues.

SIMPSON, HALL, MILLER & CO.,
Manufacturers of FINE ELECTRO-PLATED WARE,
WALLINGFORD AND MONTREAL.

FOR CATALOGUES, PRICES, AND INFORMATION OF ANY KIND, ADDRESS,

MESSRS. ZIMMERMAN, McNAUGHT & CO.,

WHO ARE OUR

Sole Wholesale Agents for Ontario.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

48

TORONTO, APRIL, 1880.



SHEFFIELD STERLING SPOONS AND FORKS.

The last advices from England inform us of an advance in the price of Nickel Silver of all grades, of from 10 to 15 per cent. on old figures, and that a further increase may shortly be expected.

In consequence of these advances it is impossible that Nickel Silver Spoons and Forks can continue to be sold at former prices, but must go up in proportion to the rise in Great Britain. As this rise must of necessity affect the price of cheap goods more than of the finer qualities, dealers will find it more than ever to their interest to buy reliable goods that they can safely recommend to their customers as being value for their money.

We have now in stock over 300 gross of our celebrated

SHEFFIELD STERLING SPOONS AND FORKS

which we fully believe to be the best unplated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons, have a guarantee wrapper, of which the following is a copy:

SPECIAL NOTICE.—These goods are made of **SHEFFIELD STERLING**, the best known substitute for Sterling Silver, and are warranted to resist acids, keep their colour, and improve with use.

The manufacturers guarantee all the goods bearing the Trade Mark—

SHEFFIELD STERLING CROWN
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to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to their Canadian Agents and draw upon them for their invoice value.

THE SHEFFIELD STERLING CO., Sheffield, England.

Dealers who have tried them will use no other.

WHOLESALE ONLY by the CO.'S CANADIAN AGENTS,

ZIMMERMAN, McNAUGHT & CO.



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DEALER IN RIFLES, GUNS & SPORTING GOODS,

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TORONTO.

P. W. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO., MANUFACTURING JEWELERS AND WATCHMAKERS,

IMPORTERS OF WATCHMAKERS' AND JEWELERS' SUPPLIES,

Dealers in Diamonds and other Precious Stones.

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STYLE C.

NICKLE DUST PROOF
WATCH KEYS.

Full stock of Pocket and Bench Keys now on hand, and all orders filled promptly for any quantity and size required. Send for Descriptive Price Lists and samples.

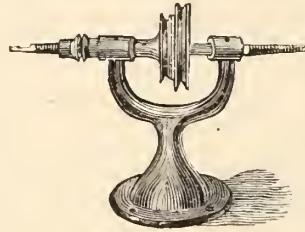


WATCHMAKERS AND JEWELER'S PIN VISE

made from the best Cast Steel, with working parts hardened. Guaranteed to outwear any three imported Swiss Pin Vises. Handle drilled through to take in long wire.

POLISHING LATHE HEAD.

This indispensable jewelry stock good order, and for work well with very are now selling at ed prices. It stands has a spindle 9 end of which is a brushes, buffs, &c., the other end of which has clamps for holding grinding wheels, laps, &c, and is arranged for drilling.



able Tool for keep-polished and in finishing jobbing little labor, we very greatly reduced 6 inches high, and inches long, one taper screw for



Elgin Mainspring Punch, Nickled.

Large new stock of Tools and Materials to hand, consisting of Fine Geneva Hairsprings, Mainsprings, Hole Jewels, Wheels and Pinions, Fine Screw Head Tools, with split chucks, Rounding Machines, American Lathes, Polishing Heads at very close rates, Stands of the most practical designs, Roller Removers, Soldering Tweezers, Fine quality Piercing Saws, Vaute, Baumel, Proutet & Grobet's Files, Tools, etc., Wheels, Buffs, Brushes of every description for all styles of work. Elgin, Waltham, and Springfield genuine American materials. All goods in our Watch Material Department selected with care by thoroughly practical workmen.

WATCH REPAIRING DEPARTMENT.

All Watch Repairing for the trade promptly and efficiently executed by competent and skillful workmen at lowest trade prices consistent with good work.

MANUFACTURING JEWELRY DEPARTMENT.

Manufacturers of Gold Chains, Albert, Long, Opera, Brooch, Leontine, Tassel Chains, Necklaces, Solid and Hollow, in every design and any weight. The manufacture of medals for Societies, Fairs, Schools, Clubs, and other presentation purposes, both in gold and silver, will now receive our special attention, having largely increased our facilities for turning out same. Any class of Jewelry repaired, matched or made to order. Correspondence solicited. Designs and estimates furnished cheerfully for any class of work.

Our facilities for serving our customers this year will be largely increased in every line, and we invite all orders pertaining to the trade, promising prompt and personal attention.

Goods sent on selection if desired. Particular care given to filling special orders.

Yours Respectfully,

P. W. ELLIS & CO.

THE TRADER.

TORONTO, ONTARIO, APRIL, 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada.

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"THE TRADER PUBLISHING CO.,
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THE INSOLVENT ACT.

The Insolvent Act as was generally anticipated has been repealed, and the Governor-General has given his gracious assent to the action of Parliament to make the repeal become legal. Its effect ought to be to make merchants more careful whom they credit, to shorten the time of credits as much as possible, and to endeavour to put their business as nearly on a cash basis as they possibly can. If it has this tendency in any marked degree its repeal will not have been an unmixed evil. We believe the sense of the mercantile community will demand another Insolvent Act at no distant day, probably next session of parliament—but it is to be hoped that if another Act is passed it will be found more in accordance with the wishes of the mercantile community than the Act of 1875 and amending Acts. Our Boards of Trade would do a good work in thoroughly ventilating the subject by letting the government know exactly what our leading merchants think about it.

THE CREDITORS' RELIEF ACT OF ONTARIO.

This Act of Mr. Mowat's, which has been brought into existence by the contemplated repeal of the Insolvent Act, has lately been the subject of much discussion and criticism. On the whole, however, the opinions of mercantile men are favorable towards it, their only fault being that it does not go far enough. The object of the bill is to abolish priority amongst execution creditors, so as to enable all those who have natural claims against any debtor to share alike in the distribution of such debtor's assets.

Under this statute, whenever a sheriff levies money on an execution against the property of a debtor he is required to enter in a book in his office, which is open to public inspection without charge, a notice of such levy and its amount, and to distribute ratably the sum levied amongst all creditors whose writs or certificates are placed in his hands within one calendar month after the entry of the notice; and if before the month an additional levy is made on the property of the debtor, this amount is to be dealt with as if it had been collected before the entry was made, while money levied after the month has expired requires a new entry to be made.

In order that a creditor may be entitled to share in the distribution of money levied out of the property of a debtor he must place in the sheriff's hands either (1) a writ of execution, or (2) a certificate obtained against the debtor in the following way:—

If a debtor permits an execution issued against him under which any of his goods or chattels are seized by a sheriff to remain unsatisfied in the sheriff's hands till within two days of the time fixed by the sheriff for the sale thereof, or for twenty days after such seizure, or allows an execution against his lands to remain unsatisfied for nine months after it is placed in the sheriff's hands, the following proceedings may be taken by other creditors in respect of debts which are over-due, in lieu of their obtaining judgments and executions against the debtor in the ordinary way.

(1) An affidavit of the debt and the particulars thereof may be made in duplicate by the creditor, or by one of the creditors in case of a joint debt, or by his or their clerk or some other person on behalf of the creditor or creditors, and cognizant of the facts; prior to or simultaneously with the first filing with the Clerk of the County Court of an affidavit made under this sub-section, there shall be filed with the said Clerk the certificate of the sheriff, or an affidavit showing that such proceedings have been had against the debtor as entitle the creditor to proceed under this Act.

(2) The claimant is to serve on the debtor one of the said duplicates, and a notice stating that the claimant intends to file the other duplicate affidavit with the Clerk of the County Court by reason of there being in the sheriff's hands a writ of execution against the goods and chattels (or lands) of the debtor, and that the claimant intends to call on the sheriff to levy the said debt of the property of the said debtor under the authority of this Act. The said notice may be either attached to the affidavit served, or endorsed thereon, where the affidavit is to be served out of Ontario the judge shall limit the time at which the next step may be taken by the claimant as hereinafter provided.

The claimant is required to file the other duplicate with the clerk of the County Court, accompanied by an affidavit of service on the debtor or his legal representative. If the claim is not disputed, then after ten days from the time of service the Clerk is bound to give the claimant a certificate to that effect, and stating that he is entitled to the amount of his claim.

This certificate is to be delivered to the sheriff, and from the time of such delivery the claimant shall be deemed an execution creditor, and be entitled to share with creditors who have in the sheriff's hands executions against either lands or goods whatever money is made under such executions if he had himself delivered to the sheriff an execution.

Provision is made for establishing a creditor's claim, or for suing out writs in another county, and for holding a decision in one county as binding in others. All certificates issued by the County Court clerk are to be registered by him, and the judge may, under certain restrictions, extend the time for payment by the debtor.

The act also provides that when a sheriff does not find enough of leviable property to pay the claims in full, he can seize goods which have already been seized by a bailiff under a Division Court execution, the bailiff being compelled to surrender them under a heavy penalty, and the Division Court creditors being placed, without further proof of claim, on the same footing as the other execution creditors.

When the amount is still insufficient it is to be distributed ratably amongst the creditors after the sheriff's fees have been paid, his poundage being charged, not on the separate claims or writs, but on the net proceeds of the estate he administers, as if there had been but one writ. After making specific provisions for the distribution of the amounts levied amongst the creditors, the Act authorizes the sheriff, or any person entitled to participate in the distribution, to attach debts owing to the debtor or money garnisheed and paid into the sheriff's hands. In cases involving amounts over \$100, an appeal is allowed to the Court of Appeal against any final order of a County or Superior Court Judge.

As we said before the principal objection to the Bill arises from the fact that those having natural claims are really preferential creditors over those whose claims are in the form of notes which are not overdue. It is said that Mr. Mowat could not legislate so as to make his Act include Creditors in this position, but we cannot see that if he had the power to make a sheriff suspend the first execution for one calendar month, and then distribute the creditor's assets ratably amongst all creditors whose claims were placed in his hands during that time, why he could not as easily

make him refrain from satisfying the execution for four months, by which time the debtors' notes would all be matured and the distribution become an equitable one to all the creditors instead of to the few whose claims matured in the first month. This is the only injustice done by the bill so far as we can see, but it must be remembered that if Mr. Mowat had not passed his Act at all, the first execution would have to be satisfied at once in full, the next one would be the same if the assets held out, and so on till the estate was used up. Unless the estate was a good one, all after the second or third execution would be left out in the cold. Looked at in this light the Bill is a partial relief, and good as far as it goes. Mr. Mowat says it is not his fault that it doesn't go farther; it would be disallowed if he did, so it appears we must look at it philosophically and argue that because half a loaf is better than no bread, we should take what he has given us and be thankful.

IMPORTERS AND THE CUSTOMS.

The political journals have recently been discussing with considerable warmth the effect of the present tariff, or more properly speaking, of the present tariff and its workings, upon our importers. The Reform papers assert that it is a trade-destroying policy, and unfair to the importer, while on the other hand the Conservative papers contend that it was not framed in the interest of any class, and that while it benefits the manufacturer it does no injustice whatever to the importer. In discussing this question we desire to leave aside any political bias we may have, and look at it from a mercantile point of view. First, then, as regards the jewelry business. We are decidedly of the opinion that the tariff is not only unjust to the importer, but injurious to the manufacturer as well. When the present party undertook to reorganize the tariff in 1879, the wholesale jewelry trade generally, signed a memorial suggesting to the Government the advisability of lowering the duty from $17\frac{1}{2}$ per cent., which it was under the McKenzie regime, to 10 per cent., and raising the duty on such articles as fancy goods, clocks and electro-plated ware, from $17\frac{1}{2}$ to 25 or 30 per cent., as they might need for revenue purposes. Their reason for desiring this arrangement was that if the duty on jewelry was re-

duced to 10 per cent. it would in a great measure prevent smuggling in these goods, and give the honest importer, who paid the duties demanded by the Government, a much better chance, as very few would care about running the risk of seizure for such a small margin as 10 per cent. The other goods being bulky, inexpensive, and hard to smuggle, would naturally have to pay whatever duty the Government chose to levy, so that it would be hard for one importer to get any advantage over another in the way of laying goods down. The Minister of Finance took the advice of the trade by raising the duty on jewelry to 20 per cent., fancy goods 20 per cent., clocks 35 per cent., electro-plated ware 30 per cent. The duties above mentioned on clocks and electro-plated goods are the nominal duties laid down in the tariff, but by the way in which they interpret the law the customs authorities make it mount up to 40 per cent., and in some cases 45 per cent. on the cost price. Anyone at all conversant with the jewelry business knows that the higher the duty levied on goods which are small and expensive the less chance there is of collecting revenue from it, the incentive for dishonest dealers to smuggle being so great that they are willing to take the risk in order to make an extra profit or get the inside track of their competitors in business. Now, it stands to reason that if two dealers both buy the same goods in the same market, and the one pays the 20 per cent. levied by the Government, and the other imports his by way of the "underground railway," without paying duty, that the latter can make at least 20 per cent. profit by selling at the honest importer's cost. This is the reason why the trade asked that the duty on jewelry should be reduced; their advice was unheeded, and the result is that in some of the more valuable lines of goods, smuggling is carried on to such an extent that it does not pay any honest dealer to keep them. We are not aware that the manufacturers of jewelry in Canada, who are neither numerous nor wealthy, ever asked for protection. One thing is certain, unless their prices are as low as foreign makers, the more duty that is levied upon their goods the worse position they are likely to be in. In these goods at least they are in the same boat as the importers.

The recent changes in the tariff raises the duty on watches, watch cases and movements from 20 to 25 per cent., and is another step in the same absurd direction as that made a year ago. Fancy goods and toys are entirely articles of luxury, and are usually bought by those who have money to spare; their value is small compared with their bulk, so that but little danger is to be apprehended from goods of this class being smuggled. One hundred and fifty dollars, invested in a gold watch, can be easily carried in a man's pocket, but the same value in fancy goods is bulky enough to fill a large sized case. The absurdity of charging a duty of 25 per cent. on the watch which can be so easily smuggled, and only 20 per cent. on goods which it is almost impossible to smuggle, must be apparent to any one who knows anything about business. We are thoroughly satisfied that if the government would condescend to take the advice of the trade and lower the duty on jewelry to 10 per cent. that they would not only be doing justice to the honest importers who are willing to pay the duty demanded, but would collect more revenue from it than they do at present.

The duty on clocks, looked at as an incentive to manufacture in this country, we consider one of the most absurd things ever done in the way of legislation. Before the tariff was amended, and while the duty on clocks was $17\frac{1}{2}$ per cent., there was one clock factory in the Dominion, the Hamilton Clock Company, which was a losing institution for two reasons: first, because their market was too small to enable them to turn out goods in sufficient quantities to obtain the minimum cost of manufacture; second, because the goods they did make were of very inferior quality, and so little confidence had the trade in them that they would not buy them except at prices much below the actual cost of production. The worthlessness of the Hamilton clocks was well known to the trade long before the new tariff came into existence; and anyone who understood anything about the business knew that the effect of the higher duty would be not to make the Hamilton clock company a success, but to increase the price of the American clocks which dealers are forced to keep, exactly by the increase in the duty. As a method of grinding out revenue, it works like a charm, but

as a protection to revive a drooping industry, it has proved a miserable failure.

The electro-plated ware trade is also injured by the operation of the present tariff. The idea of levying a duty of 30 per cent. on plated ware was twofold, to raise more duty, and to encourage manufacture. The Finance Minister says the encouragement of manufacture was the primary cause of the change. There is not the slightest doubt of the scheme as a means of raising revenue, for the goods are so bulky that they cannot be easily smuggled into the country, and of necessity are forced to pay the increased rate of duty levied upon them.

As a protection to manufacturers, however, this duty has proved a failure, not because it is not high enough, but because the Government have more than counterbalanced its benefits by the addition of high duties upon their raw material. Any one at all conversant with the manufacture of plated ware knows that many lines of these goods can only be made to pay where there is a demand large enough to enable the maker to employ improved machinery in their manufacture. The Canadian market is altogether too small to justify the manufacturer in incurring the expense of such machinery, therefore, as a matter of necessity he is forced to import these goods in the metal ready for plating. They are to him raw material, and as such he ought to get them in at a low rate of duty. The American manufacturers who located branch factories in Canada were given to understand that they would be allowed to enter these as "blanks" at 10 per cent. duty, but to their astonishment they found that although "Britannia and metal ware," was distinctly rated in the tariff at 20 per cent. they were forced to pay 25 per cent. duty on them. The reason assigned for this was that the chief component part of Britannia metal being tin, therefore, they must pay the rate levied upon that article, which was 25 per cent. This was such a manifest injustice (as they should have been passed under the head of unenumerated articles at 20 per cent.) that seemingly to justify their action an "Order in Council" has lately been promulgated, making the duty on Britannia and white metal 25 per cent.—But this is not the worst feature in the case, for not satisfied with exacting 5 per cent. more duty than the tariff

called for, the customs department refuse to allow manufacturers the privilege of entering these goods except at a price fixed by the Government itself, which price the manufacturers claim is excessively high. The same thing happens to regular wholesale dealers who import the finished goods from the United States, only in a worse and more tyrannic form. The customs authorities presume to say that they know the value of these goods better than the merchant who imports or the manufacturer who makes them, and the consequence is that on plated ware, although the duty is nominally 30 per cent., the way the price is figured by the department the importer is really forced to pay a duty of almost 45 per cent. on the cost.

In the matter of clocks, enamelled hollow ware, cut glass, ware for plater's use, and several other lines of goods, this practice is carried out to a greater or less degree as suits the caprice of the department. This may be a fair way of treating importers, but we very much doubt if the next election will prove that they regard it in that light. In fact, if we can believe the speakers at the late meeting of the hardware and jewelry trades held in this city last month, we must come to the conclusion that they have been treated in a very arbitrary and unjust manner, and one which if not speedily amended, will work a vast deal of harm to the Government.

We do not think that the Government intend to crush out importers. They must have a revenue, and if they stop importation they kill the goose that lays their golden egg. They seem however, to have been trying to keep their promises to the ear while breaking them in the spirit; they have given the manufacturer plenty of protection, but it affords no real benefit because of the advanced prices they cause him to pay for his raw material. It is oppressive to the importer, because not being satisfied with the duty imposed by their own tariff, they seek to levy on our diminished imports an amount of revenue equal to their present increased requirements. In fact they are like the man who tried the experiment of sitting on two stools, but between them came to the ground.

We think a great deal of the present dissatisfaction could be stopped if the Government would allow importers to enter goods at the prices at which they

buy them. Surely the oath of an honest importer should be a guarantee that his invoices are correct; then if any were found trying to defraud the customs by false invoices, the goods should at once be seized and sold for the benefit of the Government. The present system is certainly conducive to dishonest trading, and none can wonder that when honest importers are harassed they are at present, that they should speak out boldly and demand from the Government a reversal of the present policy regarding importations.

HOW I BECAME INSURED.

A SATIRE (A LONG WAY) AFTER DICKENS.

Is your life insured? was a question one day asked me by a friend, or one whom I had always taken to be such, but who afterwards proved to be a "Wolf in Sheep's clothing." Not knowing aught of the infernal malice which prompted the inquiry, or the direful consequences which might follow my reply in the negative, I, innocent, unsuspecting youth that I was, verdantly answered, No—oh foolish blunder how terrible was thy reward—could I only have foreseen the consequences of my rash answer, as I see them now through the light of experience, how wary would have been my reply. As I previously remarked I was youthful and verdant, and didn't know any better, which three reasons even yet appear to me, sufficiently good for my giving that answer. Add to these the fact that I was an enthusiastic admirer and imitator of the "Father of his Country," (I refer to G. Washington, Esq., commonly known to posterity as General Washington and to schoolboys as "the boy that couldnt tell a lie") and I think that this verdancy on my part ought certainly to be pardoned. However having crossed the Rubicon I couldnt go back on my word, so I stuck to it. That moment was a crisis in my life, and thereby hangs a tale, and with your kind permission, and in the hope that it may serve as a beacon to others, I will for once consent to withdraw the veil with which I have hitherto so carefully concealed it, and expose the canterized scar to public scrutiny. I must premise that you know my circumstances; if you do not I shall briefly inform you that at the time I refer to, I was engaged in the general commission business at No. 930 Wellington St. East, where I am at present located, and

where also I shall be happy to meet any of my friends who may require my business services. The morning after the event above narrated, I was called upon by a substantial looking individual, who after a few preliminary remarks, about the weather, crops, &c., proceeded to introduce his business by a long preamble about the benefits of life insurance in general, and finally came to the point by informing me that he had the honor of representing the well-known "Timbuctoo Life Insurance Co." limited. Capital not over \$100,000,000 (this latter fact he assured me on his honor, and I took his word for it) and wished to insure my life for any sum I might name from Ten to One Hundred Thousand Dollars. The gentleman was so plausible, and seemed to take such a kindly interest in my welfare that my heart warmed quickly towards him, and I know not how it was, but for the moment I think I really loved him. The more he talked the more I felt that such disinterested kindness never before existed in human breast. And then—the high value he set on my life, "I ought not to be insured for less than \$10,000.00, such valuable lives as mine ought not to be lightly thrown away," not only made me think him a man of kind heart, but also possessed of judgment and penetration. I had almost capitulated, and agreed upon an unconditional surrender of \$250.00 in hard cash, for which I was to receive duly signed, sealed, and delivered, a policy in the aforesaid "Timbuctoo Life Insurance Co." limited, capital not over \$100,000,000.00, when that strange feeling which most of us have experienced, to "look before we leap" came over me, and I begged for a little delay before completing the agreement. Thinking no doubt that his game was as "good as bagged," he complied with my wish, merely remarking that "delays were dangerous," and that if I "should possibly happen to kick the bucket before he got my policy confirmed, I would regret it all the rest of my life" to which little pleasantry I returned a laughing reply, and he took his departure. With a mind filled with the beauties and benefits of Life Insurance I sat down, to cogitate over and speculate upon the facts and figures just set before me. In the midst of my reverie, the outer door was suddenly opened, hasty steps advanced along the corridor, stopped opposite my sanctum just long enough to read the unpretentious

sign with which I had emblazoned my door, and which, being translated, reads in thus wise. "John Jinks," "General Commission Merchant" "office hours from 9 a.m., to 5 p.m." The opening door disclosed to my view a tall elderly gentlemanly stranger, who, judging from his anxious countenance had something of importance to communicate. He handed me his card, on which was neatly engraved the name "Horatio Nelson Tomkins" "only that, and nothing more"—and at once introduced himself as the agent of the "National Incorporated Benevolent Life Insurance Co.," "the only Company in the world doing Life Insurance business upon purely benevolent principles." He had, he said, "only a few moments before heard from a friend the dreadful tidings that my life was uninsured, and had rushed, heedless of his own personal safety or convenience, to save me from the "fearful abyss" (as he termed it) into which I was about to plunge. I looked with careful scrutiny into the man's face, but he bore my gaze without flinching—there was no mistaking him, nature had set her imprint upon him, he was a philanthropist, you could see that at a glance; *honesty* beamed from his clear blue eye, and you MIGHT (if you looked the right way) trace *benevolence* in every feature of his majestic countenance.

(Concluded next month.)

Business Notes and Comments.

A NEW seam of coal has been discovered at Campbellton, C. B., after twenty-eight years searching.

THE Western Nail Association, of the United States has decided to stop every nail machine west in two weeks, commencing on Monday.

ST. CATHARINES' ship owners are in favour of abolishing the tolls on the Welland canal, owing to the action of the United States relative to the Erie canal.

A CAPETOWN despatch says that the post office has been robbed of all the diamonds awaiting shipment by mail. The diamonds were valued at £75,000.

Send for design given with the Weekly Graphic to subscribers for 1 year. Send 3c. stamp for sample copy. W. N. Sears, Dealers in Scroll Saws, Designs, etc., 56 King St. West. Toronto.

It is generally thought that stones and gems cannot be properly cut and polished in Canada, but have to be sent to New York for that purpose. We are glad to know that Messrs. T. White & Son, who are first class Lapidaries, purpose remaining in Toronto in order to carry on the above business. It is a great convenience to the trade to have such craftsmen in this country, and we trust they will receive generous treatment at their hands.

Wm. M. DYER has been sent to the Central Prison for eighteen months from Woodstock. He received a note payable in twenty-four months, and altered it to read six months. For this he was indicted for forgery and convicted.

ANOTHER great diamond robbery has been committed at Cape Town post office. Diamonds to the value of nearly \$500,000 have been abstracted from the postmaster's safe, beside many bankers' drafts, the amount of which has not yet been ascertained.

It is said that several St. Louis and other American firms have contracted with Mr. E. B. Eddy for large quantities of matches, pails, tubs, etc., and that for the next three years it will keep his large establishment running night and day to supply the demand.

FIVE car-loads of gold ore from the Richardson mine, Hastings County, the first consignment of one hundred cars, were forwarded to Buffalo, N. Y., from Belleville on Tuesday. Four bags of gold dust and two of gold ore from the Gattling mine were shipped to the same city.

WE are sorry to hear that Mr. L. B. Warnica, jeweler, of Barrie, has been burned out during the past month, and has lost heavily by the fire. His loss in stock is said to be about \$2,000; insurance \$500. Mr. Warnica is an energetic and painstaking worker, and has built up a paying business. He has the sympathy not only of the citizens of Barrie, but also of the trade.

MR. JOHN WELSH, jeweler, of Stratford, has also been burned out during the past month. We are glad to learn, however, that beyond the temporary derangement of his business, his loss will be comparatively small. We understand he was fully insured in the Northern, of Scotland. Mr. Welsh's well known energy will, we trust, soon place his business upon its old footing, as one of the best retail jewelry stores in Ontario.

THE FIRM OF DELLA TORRE & Co., wholesale fancy goods, Toronto and Montreal, have come to grief after having been in business but a few months. This is said to be one of the worst cases of fraud that has happened in Canada for years. The creditors are bound to get to the bottom of it, and will spare neither time nor expense to do so. It is only by prompt vigorous action of creditors in such cases as these that the commercial atmosphere can be cleared of impurities.

THE KNOX CASE.—The stock of R. Knox, jeweller, of Wingham, has been sold by the Assignee, to Messrs. Park & Johnston at 30 cents on the dollar. The real estate is still undisposed of. As things look at present, the estate is not likely to pay a very extensive dividend to creditors, which seems somewhat strange, in view of Mr. Knox's healthy financial statement published in our last issue. From the present symptoms it is evident that it must have suffered a very alarming relapse. We understand that Mr. Knox is starting business in Wingham in his wife's name. Taking the case all through it has a very bad look, and it is not to be wondered that Mr. Knox's creditors have decided to put him out of business. Truly *"honesty is the best policy"*

THE FIRM OF DREW BROTHERS jewelers of Orillia who have lately been in difficulties, have succeeded in making a settlement with their creditors by a composition at 60 cents on the dollar, secured, the Insolvents paying all the costs of the insolvency. The firm will be carried on in future by M. C. Drew, his brother John C. Drew retiring from it altogether. The business has been a good one in the past, and if Mr. Drew is careful he ought to have but little difficulty in pulling through on this settlement.

At a meeting of the Jewelry and Hardware Trades held in Toronto last month to consider the injustice of the present tariff, some very pertinent speeches were made by gentlemen whose political views are or rather, have been in accordance with the Government. A great deal of dissatisfaction was expressed at the way the tariff is interpreted by the customs department, and the general feeling of the meeting seemed to be that if a more liberal spirit were manifested by the Government it would do them no harm. Messrs. Lee and Robinson were appointed a deputation to visit Ottawa and urge the claims of importers upon the Ministers of Finance and Customs. The result of their visit has not yet been ascertained, but the probability is that it will not effect any decided benefit. The only thing that can benefit the importers, and which in justice they are entitled to, is to be allowed to pass their goods at the prices at which they are bought. Any discretionary additions must smack of tyranny, and help to confirm the now prevalent idea that the present Government is run by the Manufacturer's Association.

Business Changes for March.

ASSIGNED. Della Torre & Co. wholesale fancy goods, Toronto and Montreal. T. Crevier, hardware and tinsmith, Montreal. Que., Chas. W. Willmot, hardware, Toronto. R. W. Ross, jeweler, Walkerton. Chas. Glassco, tinsmith, Brantford. James Glass, hardware, Belleville.

OTHER CHANGES.—M & L. Samuel, wholesale hardware, Toronto, style now M & L. Samuel, Benjamin & Co., H. Tasker, dollar store, Toronto, selling out by auction. T. N. Zimmerman, jeweler, Hamilton, sold out. Henry Lear, jeweler, Simcoe selling out. Eaton & Black, hardware, Truro N.S., dissolved. Cyrus Eaton continues. L. Phinney, tinsmith, Richibucto, N.B., dead. John Story, tinsmith, Goderich, burned out. John Welsh, jeweler, Stratford, burned out. L. B. Warnica, jeweler, Barrie, burned out. Jos. Neveux, hardware, Windsor, Ont., Jos. Neveux, dead. J. H. Compton, jeweler, Barrie, about leaving for Manitoba. A. & W. Johnston, hardware, Barrie, removing to Orangeville. Chas. Lilley, hardware, London East, sold out to W. Westman, of London. L. & Gallee, Crispin dissolved. L. Gallee continues.

SPRING GOODS!

JUST ARRIVED.

Silver Snake Bracelets, 1 to 6 Coil,
Jet Balls and Necklets.

AMERICAN JEWELRY.

All the new designs and novelties brought out this season.

ZIMMERMAN, McNAUGHT & Co.



SAMUEL STERN, THE LARGEST CLOCK HOUSE IN CANADA.

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH,
NEW HAVEN, GILBRET,
AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

SAMUEL STERN, 31 Wellington, 40 Front St. East, TORONTO.

GORHAM MFG CO., UNION SQUARE, NEW YORK,

Manufacturers of the finest line of
SOLID SILVER, FLAT AND HOLLOW WARE

in the world. Guaranteed standard quality 927 1/2 fine. Jewellers wanting Solid Silver Tea or Coffee Sets, Urns, Waiters, Epergnes, Baskets, &c., or cased goods of any description for presentations, can have photographs of these manufactures forwarded to them by express, by applying to the Company's Wholesale Agents,

Zimmerman, McNaught & Co.,
56 YONCE STREET,
TORONTO.

GEO. E. COOPER,
Ornamental & General Engraver
4 TORONTO STREET,
TORONTO, - - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.,
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

David Wilson,
Ornamental & General Engraver,
7 1/2 KING STREET EAST,
TORONTO.

CRESTS, CYPHERS, MONOGRAMS,
And Inscriptions of all kinds of Silverware, etc., etc.
JEWELLERY NEATLY ORNAMENTED.
TERMS CASH.

T. WHITE & SON
Manufacturing Jewelers,
—AND—

LAPIDARIES,
12 MELINDA ST.,
TORONTO.

Canadian Agates,
Amethysts, &c.,

Polished and Mounted for the trade. Storekeepers in town and country will find all work good at moderate prices.

N. B. — Always on hand a stock of

Stones,
Imitations,
Locket Glasses,
&c., &c.

Unsurpassed in the Dominion.

1,000
Best Watchmakers'
TAGS!

Sent to any address, post paid on receipt of

90 CENTS.

LONDON CARD COMPANY,
LONDON - - - ONT.

SIMPSON, HALL, MILLER & CO.,



In order to protect our Canadian Trade, we have opened a branch factory at Montreal, and have fitted it up with the latest and most improved machinery for the manufacture of all kinds of Electro Silver Plated Flat and Hollow Ware. We have imported a full corps of operatives from our main factory at Wallingford, Conn., U. S., which will enable us to turn out goods equal to any manufactured in the United States. The branch factory is under the personal supervision of Mr. G. W. Hull, who has long been recognized as one of the most experienced and practical managers of this kind of manufacture in the United States; this in itself will be a sufficient guarantee that all the work turned out of the Montreal factory will be fully up to the standard both in **Quality and Finish.**

IN HOLLOW WARE

We will, as usual, make a full assortment, including all the latest novelties. These goods will be found fully illustrated in our new catalogue, and are warranted to be equal to any goods of a similar kind manufactured elsewhere. All our goods bear our own Trade Mark and name, and are guaranteed to be first-class in every particular, no matter by whom sold.

IN SPOONS, FORKS

and other Flat Ware we will continue to manufacture goods worthy of the high reputation we have attained, and can recommend them as being equal to any goods in the world. They are all heavily plated with a coating of pure silver, from 10 to 20 per cent. heavier than the regular market standard, upon a base of 18 per cent. Nickel Silver, and are all hand burnished and finished equal to sterling silver goods. We are prepared to furnish them either in Plain or Fancy Patterns, in Extra, Double, Triple and Quadruple Plate. Each Spoon and Fork has the quality plainly stamped upon the back, and every dozen is warranted by special guarantee wrapper. Full particulars as to patterns, etc., will be found in our illustrated catalogues.

For Catalogues, Prices and Information of any kind, address,

MESSRS. ZIMMERMAN, McNAUGHT & CO.,

WHO ARE OUR SOLE WHOLESALE AGENTS FOR ONTARIO.

400 OZS.

SILVER FILIGREE GOODS

Just to hand, direct from the manufacturers in Italy.

THE BEST ASSORTMENT

SILVER EARRINGS, BROOCHES, SETS, NECKLETS, CROSSES, ETC.,

Ever offered to the Canadian Trade.

PRICES LOW.

NEW DESIGNS.

SNAKE BRACELETS, 1 to 6 COILS.

ZIMMERMAN, McNAUGHT & CO.

56 YONGE STREET,
TORONTO.

"Bonus" Watch Key



THE BEST AND CHEAPEST

NICKLE PLATED KEY MADE.

Sizes from 3 to 9. For American watches
Nos. 3, 4 and 5.

SOLE AGENTS:

A. C. ANDERSON & CO.,

JOBBER IN

Jewelry and Watchmakers' Supplies,
HAMILTON.

(Trade Work in Connection.)

E. & A. GUNTHER,

TORONTO,

Importers of

CLOCKS,

REGULATORS,

WATCHES,

SPECTACLES,

JEWELLERY, &c., &c.

WATCH MATERIAL, WATCH GLASSES

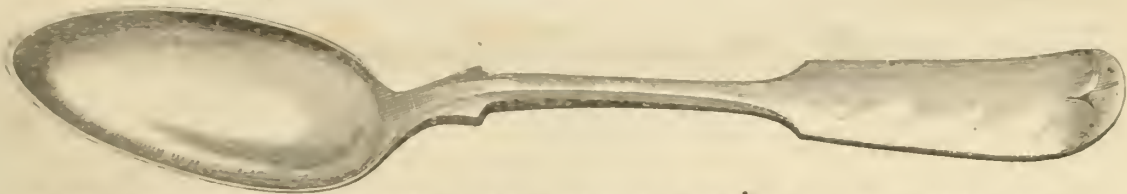
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TOOLS A SPECIALITY.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

9
TORONTO, MAY, 1880.



SHEFFIELD STERLING SPOONS AND FORKS.

The last advices from England inform us of an advance in the price of Nickel Silver of all grades, of from 10 to 15 per cent. on old figures, and that a further increase may shortly be expected.

In consequence of these advances it is impossible that Nickel Silver Spoons and Forks can continue to be sold at former prices but must go up in proportion to the rise in Great Britain. As this rise must of necessity affect the price of cheap goods more than that of the finer qualities, dealers will find it more than ever to their interest to buy reliable goods that they can safely recommend to their customers as being value for their money.

We have now in stock over 300 gross of our celebrated

SHEFFIELD STERLING SPOONS AND FORKS

which we fully believe to be the best plated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons, have a guarantee wrapper, of which the following is a copy:

SPECIAL NOTICE.—These goods are made of **SHEFFIELD STERLING**, the best known substitute for Sterling Silver, and are warranted to resist acids, keep their color, and improve with use. The manufacturers guarantee all the goods bearing the Trade Mark:—

SHEFFIELD STERLING CROWN
S T X

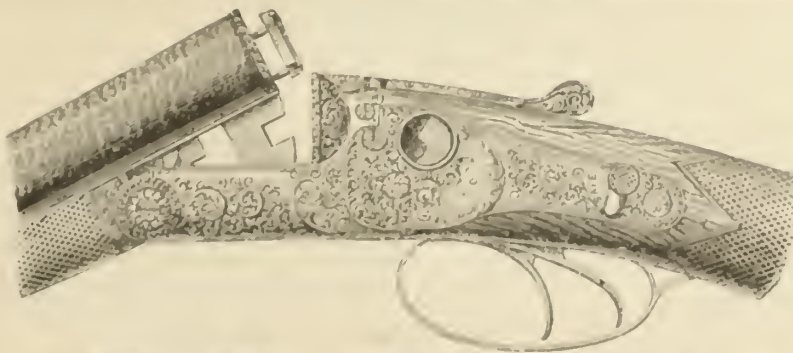
to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to their Canadian Agents and draw upon them for their invoice value.

THE SHEFFIELD STERLING CO., Sheffield, England.

Dealers who have tried them will use no other.

WHOLESALE ONLY by the CO.'S CANADIAN AGENTS,

ZIMMERMAN, McNAUGHT & CO.



W. M. COOPER,
MANUFACTURERS' AGENT,

DEALER IN RIFLES, GUNS & SPORTING GOODS
23 Front Street West, - TORONTO.

I have pleasure in informing the Trade that the stock of Sporting Guns and Material is now complete, and that I am in a position to offer them Goods manufactured by the very best English makers, which will give entire satisfaction to the purchaser, and fully sustain the well earned reputation of the Manufacturer. The Guns are imported under my personal supervision and close inspection, and from a life long experience the public may rely on obtaining first-class goods only, and I shall never offer any other for sale. The stock kept by me will always be found to consist of good serviceable Guns, of close fit and workmanship, and comprises at present, the well known Double and Breech loaders, of all bore gauges, of various actions, also Hammerless Guns, with the Dorr & American. A large assortment of Gun Traps, nets and Ammunition kept constantly on hand. New Illustrated Catalogue just issued, giving full particulars of article and price, sent free on application.

W. M. COOPER, Canadian Agent for **W. W. GREENER** Birmingham, **W. & C. SCOTT & SONS** Birmingham, **GEORGE GUTHRIE** Dundee, **WILLIAM & POWELL** Liverpool, **THOMAS FURST** Birmingham.

P. W. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO., MANUFACTURING JEWELERS AND WATCHMAKERS,

IMPORTERS OF WATCHMAKERS' AND JEWELERS' SUPPLIES,

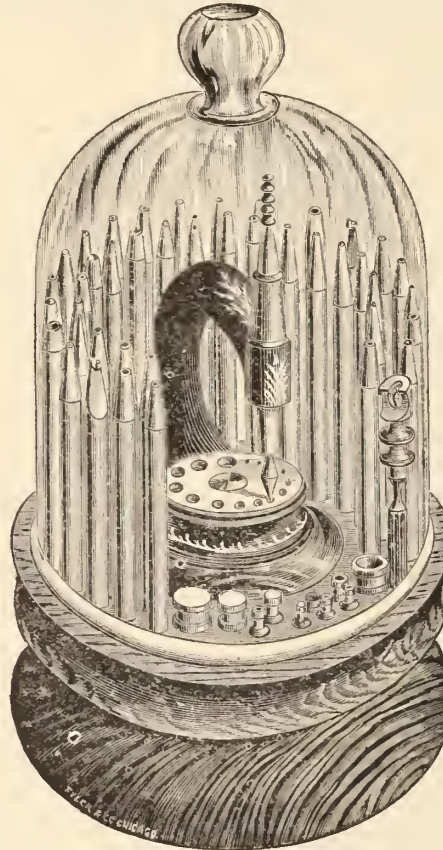
Dealers in Diamonds and other Precious Stones.

NO. 4 TORONTO STREET,

TORONTO.

IMPROVED STAKING TOOL.

Watchmakers and Repairers will find this perfect and improved Staking Tool their best friend in doing nice work with rapidity and correctness. The frame is nicely finished, top and bottom nickel plated, japanned in black and ornamented in gold leaf. Die is made of finest steel, hardened and highly polished. It revolves on the frame by a bolt in the centre and tightened by a thumb screw. Whole mounted on highly finished cherry stand to take in punches, stamps, &c. When not in use, glass shade covers all, making it dust proof. The whole furnishes an ornament to any Watchmaker's bench. Send for prices and descriptive lists.



Above Cut is one-half size of Tool.

This tool comprises:

Frame and Die.	1 Roller Abstractor.
41 Punches.	Wood Stand.
10 Stamps.	Glass Shade.

The punches are made of finest quality of steel wire, carefully straightened and tempered according to their respective uses, and highly finished. They comprise: 1 Set Punch, 12 Flat and 12 Round Faced Hollow Punches, 4 Flat and 4 Round Faced Solid Punches, 2 Hour Hand Punches, with concave ends, 2 Cylinder Punches, one Roller Punch, 1 Cross Hole Punch, 1 Peen Punch, and 1 Minute Hand Punch, 10 Stumps or Anvils, 1 Large Solid Punch, 4 Hollow Stamp Punches, and 1 Goblet Shaped Punch for resting lower end of centre arbor, while driving minute hand to its place.

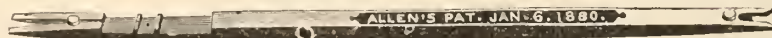
STYLE C.



NICKLE DUST PROOF WATCH KEYS.

Full stock of Pocket and Bench Keys now on hand, and all orders filled promptly for any quantity and size required. Send for Descriptive Price List and samples.

Goods sent on selection if desired. Particular care given to filling special orders.



SOLE AGENTS ALLEN'S PATENT COMBINATION WATCH TOOL.

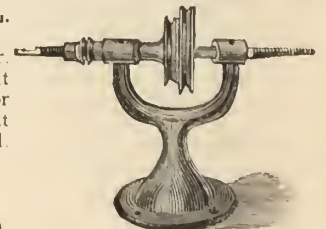
With this little tool you can take a watch to pieces. It is used as a Screwdriver. Nothing can beat it for taking off minute, hour and second hands; for taking out the dial pins, for removing the roller and hairspring collet and adjusting it, for setting a watch, for tightening canon pinions, and for holding and cleaning out second hands. Full directions accompany each tool. Send for one on approval.



WATCHMAKERS AND JEWELER'S PIN VISE.

Made from the best Cast Steel, with working parts hardened. Guaranteed to outwear any three imported Swiss Pin Vises. Handle drilled through to take in long wire.

POLISHING LATHE HEAD



This indispensable tool, warranted perfectly true, for polishing, grinding and drilling purposes, at greatly reduced prices. Only

\$3.50.

Yours Respectfully,

P. W. ELLIS & CO.

THE TRADER.

TORONTO ONTARIO MAY, 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada

Advertising Rates.

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Half Page - - 12 00
Quarter Page - - 8 00
Small Advertisements, 5 cents per line

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

Box 1325, Toronto, Ont.

THE INSOLVENT ACT.

From the present indication it is evident that the Hon. Mr. Abbot's bill will not pass parliament this session. In answer to the Montreal deputation that visited Ottawa for the purpose of pressing upon the government the necessity for passing during this present session, a bill providing for the equitable distribution of Insolvents' assets, the Minister of Justice replied that he sympathized with the views of the deputation, and had himself been extremely anxious that the old insolvency law, defective as it was, should be sustained in default of a better one being substituted, but as they all knew the feeling of the country was so strong in favour of repeal, it would be impossible to pass any insolvent law. He said the majority of the members were pledged to their constituents to vote for repeal. At this late period of the session it would be impossible to pass a bill as required by the deputation. He promised, however, to use his efforts to obtain efficient legislation on the subject next session. The Government intended during recess to consider the matter.

It is to be hoped that they will not forget their promise, as soon as the session is over, but will take the proper steps by consulting with the various Boards of Trade throughout the country, to ascertain correctly the views of our leading mercantile men upon the subject.

What is wanted is a more expeditious law, by which the cost of insolvency will be so reduced as to leave a little of

the estate for distribution amongst the Creditors. If they are able to bring forward such a law next session, they will deserve the thanks of the entire mercantile community who are almost a unit in demanding an act of this kind.

THE ABUSE OF THE CREDIT SYSTEM.

As a general rule the business of Canada is conducted on a credit basis. This of itself is not an alarming fact, because the effect of credit, if kept within proper and legitimate channels, is to extend the volume of trade without adding materially to the risk. It is the abuse, rather than the use of the credit system that we deprecate, and we think a little wholesome advice to some of our traders in the country on this subject might not come amiss.

As we have pointed out before, on account of the immense amount of competition in this country, "credit is by far too cheap," and in the fact that even strangers or comparatively weak men can obtain goods on credit, lies one of its chief sources of weakness. In this country houses with unlimited capital are comparatively few, and for this reason the majority of our wholesale men and manufacturers, have to raise money for the purpose of carrying on their business, by discounting their customers' paper.

While this does not make the debtor pay any more than the amount of his indebtedness for his goods, nor cause it to be paid a single day sooner than it is due, it is a great convenience to the wholesale merchant, and would if the system were discontinued, very soon put a stop to very many of the industries carried on by its aid. So long as the givers of notes conscientiously carry out their engagements, the system cannot be considered dangerous, for good commercial paper is always in demand and has a recognized market value. But when a man's paper has gone to protest, it becomes of comparatively little value either to himself or any one else. Good notes are the next best thing to cash to the wholesale merchant or manufacturer, because he can at any time convert them into cash; notes given by his customers therefore constitute a part of his capital, so that when their notes are protested he not only loses the use of so much of his capital but must draw upon his re-

sources to make good the amount, which often is a very serious inconvenience.

No wholesale dealer cares to keep discounting the same paper over and over again, and it is only by promptness on the part of his customers that the credit system can be made of any practical use to him or them.

When a retail dealer gives a note for an account, he should make up his mind that he will pay it in full at maturity. If he has to renew any part of it, it should be an exceptional and not a common thing for him to ask from his creditor. He should remember that renewing a note does not pay it, and in very few cases does it make it payable at any more convenient season—it generally only puts off the evil day and leaves him worse off than before.

A dealer who invariably meets his notes promptly can go into any market and buy at close figures and best terms, for the simple reason that the seller knows that when the note matures it will cause him no trouble in protecting it. A dealer, who on the contrary is notorious for his want of punctuality, never can nor should expect to receive the same terms as a prompt paying man. In reference to this very subject we find in an American exchange the following very pertinent remarks, which we give for the benefit of our readers. It would appear from it that these evils are not wholly confined to this side of the line.

"Retailers come to New York to buy goods, get credit on them, and give notes at three or four months in payment. With many this apparently ends the transaction. Like Micawber, they seem to think that when they have given their note of hand they have performed their whole duty by their creditor. The note goes to protest, but the debtor is wholly indifferent, or, if he takes any notice of the matter, gets angry at his creditor for not "taking care" of the note. This is a matter of such frequent occurrence in the trade as to lead to the belief that many retailers are ignorant of the nature of a note, and, indeed, of the first business principles. When a creditor asks his debtor to give him his note for an amount due, he does not want it simply as evidence of indebtedness—on open account is almost as good as a note for this purpose—but he wants it to convert into cash for the maintenance of his own

credit. He deposits the note in bank and it is credited to his account, less the discount; he draws against it, and by this means a note becomes to him ready cash when he uses in his business. But if the note is not paid at maturity by the maker, the one who deposited it must make the amount good in bank forthwith. No delay is permissible; the sum must be paid at once or the depositor's credit is ruined. Yet the distant debtor views the matter with entire indifference, caring little for the trouble and embarrassment he has caused; when pressed in the matter, he coolly responds that it was inconvenient for him to take care of the note, and encloses a renewal note, which is quite as likely to go to protest as the first. Country retailers do not seem to appreciate the necessity city merchants are under to keep their credit unimpaired. A protested note with them means destruction of credit and ruin. Their dealings are through the banks, and a note that is not paid by 3 o'clock on the day it is due is at once protested and its maker's credit destroyed. In country places the banks are not quite so exacting, and some arrangement may be made with the bank for postponing the day of payment. Not so in the cities, where the rule is cash down or go to protest. Country dealers should bear in mind how exacting all business transactions in the city are, and strive to protect their paper. As the day of maturity approaches, and they find they are unable to meet their notes, they should so inform their creditors in ample time to enable them to provide for them; send on all the money they can scrape together to pay as much as possible, and a new note with interest for the balance. Give the creditor some chance for his life and his credit, and not embarrass him by your utter indifference.

HOW I BECAME INSURED.

A SATIRE (A LONG WAY) AFTER DICKENS.

Concluded from last month.

Thanking him for his disinterested kindness, I informed him that I had almost completed arrangements to insure in the "Timbuctoo Company" whose limited capital did not exceed \$100,000,000. "A hundred millions of fiddlesticks," exclaimed the old gentleman, jumping from his seat, and almost choking with

indignation, "do you mean to tell me sir, that those miserable "Timbuctoo" rascals have been at you. Well! it is a fortunate thing that I arrived in time to save you from those depraved swindlers." "Why, sir! would you believe it, their company is on the verge of bankruptcy, and cannot by any possibility float more than a few months at the furthest, and any money they might have squeezed out of you would have been entirely lost." "It is really a shame, sir! that such a set of vampires should be allowed to exist, much less receive the protection that they do from the law. They are a disgrace to society, sir, a sort of moral pestilence as it were, and should be shunned by every honest man." Here he produced documents to prove that his statements regarding the "Timbuctoo Company, limited" were no mere assertions made for the purpose of securing business at another's expense, *but facts*, which ought to be blazoned forth by every fence in the city, in order to warn an innocent and too confiding public. Thanking my stars, and my benevolent friend that, I had narrowly escaped so great a danger as throwing away \$250.00, I asked the gentleman to leave me the pamphlet of his Company promising to look into it during the day and see him again on the morrow. As he rose to take his departure, he said "it matters not to me sir whether you insure in our Company or not, so long as you are insured in some first-class Company I am satisfied." This settled any doubt which might have lurked in my mind regarding this gentleman's perfect disinterestedness, no man having one grain of selfishness in his composition, could ever give such advice, no, never, and I settled in my own mind that the benevolent old gentleman should get my policy. How these Insurance cormorants get wind of people in my situation I cannot divine, unless, like the raven, they scent the carrion afar off—but for that day, and for the next three days I was besieged by a continued stream of Insurance Agents of every form, size, and description, and representing almost every Company under the sun. There was the "Orphan's Shield," the "Universal Mutual," the "Widows and Orphans Protective" the "Bunker Hill Independent" the "Trafalger True Blue"—in fact there were so many that time would fail me in even enumerating them. Every agent made out to a demonstration that their Company

was the only one fit to insure in, and that all the rest were a set of unmitigated humbugs. Every agent also proved from printed statistics (and of course facts cannot lie) that, their Company was the soundest in the world, that they did the largest business, did it on the most economical basis, and had the smallest expenditure and the largest revenue. All insured for the smallest premium, and all gave the largest dividend to insurers. All had some peculiarly beneficial feature which no other Company could possibly have, and finally all did *business* not for any profit to themselves, but solely for the *public good*. At first I endeavoured to keep track of these peculiarities, but after the third day I gave it up in despair, and resigned myself to my fate. I didn't know what to do—every agent was bound to have my policy, and I couldn't insure with any one without offending all the rest, and if I had divided it up among them the share of each would have been almost infinitesimal. Almost driven crazy, I asked the advice of an old and tried friend, who I knew was not interested in any Insurance Company. After hearing my case he took a list of Companies whose agents had called on me, and advised me at once to insure in the "*Confederation Life*," which, beside being a sound Canadian Company, was the only one which had not sent its agents bothering me. He further advised me to tack a card on my office "*Gone to Dinner*," "*Back in an Hour*" and then leave the city for a couple of days. I took his advice, sent in my application to the "*Confederation Life*," that day, and the same evening started out into the country. * * * Two days afterwards I returned to find my policy awaiting me, and how my heart jumped as I tore open the envelope which contained the panacea for all my troubles. The heading of the policy contained a cheap woodcut of some one (I don't know who, probably the President of the Company) interposing a shield between something, I couldn't make out what, and a lady, apparently a widow, and a couple of children, probably orphans. Common as the cut was, to me it seemed as the finest steel engraving, and it symbolized to me protection from a harder fate than that of Widow or Orphan. You who have gone through a similar ordeal, may imagine with what fiendish pleasure I gloated over the thought of my revenge on those pestering Insurance Agents when they again visited me—how I smilingly received them one by one, and after hearing their oft repeated tale, gave them their *conge* by flaunting in their faces my *Insurance Policy*.

Selected Matter.

NO INSOLVENT LAW.

The beauties of being without an insolvent law are already commencing to chew themselves. At Ottawa, the other day, a couple of creditors of a trader frightened him into selling out his business and paying over the proceeds to them, leaving the other creditors out in the cold. Something of the same kind has been done in another case in Wroxeter. In Orangeville a trader has been sold out by the sheriff at the instance of a brother-in-law, while the other creditors look on without any redress. And now we hear of another firm in difficulties, who when asked to assign their effects to a trustee for the benefit of their creditors, insist first on paying their neighbors in full. Some of these cases would have been remedied to a certain extent by the Creditors Relief Act if in force; other cases it will entirely fail to reach. It is evident this is only the beginning of sorrows; and it will be strange if by the end of a twelve month, this country does not wake up to a realization of the mistakes that has been made by the total repeal of the Bankrupt law.

COURTESY IN BUSINESS.

Travellers on the road complain that they are frequently treated with neglect by retail dealers that amounts to positive discourtesy. A traveller for a responsible house, well known to all the trade, should be treated with all the consideration that would be extended to a member of the firm. He is the trusted representative of the firm, and visits their customers as a matter of business, and of accommodation to the dealer. His time is of value to himself and his firm, and, when he calls on a dealer, this fact should be borne in mind. It is no discourtesy to tell him you do not desire any goods, but it is discourteous to keep him waiting two or three hours before telling him so. He has other customers to visit, and his time has to be economised to enable him to make his railroad and steamboat connections. He asks of the dealer but a few moments' consideration, and that should be given him promptly. We are aware that there are numerous drummers on the road for cheap houses, manufacturers of that class of goods

designated in the vernacular of the trade as "snide jewelry;" these men are impudent, pertinacious, and, as a rule, decided bores. We do not wonder that retailers lose their temper with them occasionally. But there is a wide distinction between the ordinary "snide drummer" and the commercial traveller, who represents a house of good repute and of well earned standing in the trade. Retailers know the difference between these two classes, and should be careful how they confound the one with the other. To treat a respectable traveller discourteously may lead to your own discredit, for principals are sensitive, and quick to resent a slight upon the men whom they select to represent them upon the road. The "snub direct" may lead to a discontinuance of credit, and to lose credit with one house of high standing may jeopardise the retailers credit with other houses. But, independent of business considerations, the travelers for reputable houses are usually gentlemen possessed of more than ordinary intelligence, of recognized influence and position in the trade, who are entitled, for their own sakes, to every courtesy that can be extended to them. The dealer who treats him otherwise is false to his own interests both pecuniarily and socially.

SURETY DISCHARGED BY CREDITORS NEGLIGENCE.

The case of the *Canadian Bank of Commerce, Green et al* recently decided by the Court of Queen's Bench for Ontario is a most instructive one. The defendants were sued by the Bank, as maker and endorser of a promissory note which had been discounted by the Bank's solicitor, the defendants having become parties to it for his accommodation, of which the Bank was aware. On the maturity of the note the plaintiff's handed it to their solicitor for protest, but he, instead of protesting it, sent it back to the defendants, saying that he had paid it. About three months after its maturity the solicitor absconded in insolvent circumstances, and after his absconding the defendants were for the first time notified that the note had not been paid. In answer to the action it was urged that the defendants should have been notified at once of the default having been made in payment, when they might have been able to recover the amount from the solicitor.

The Court sustained this view of the case, holding that the Bank had been guilty of negligence in not having the parties properly notified, and that in consequence the defendants were entirely relieved from liability. It certainly does appear strange that the Bank officials, knowing their solicitor himself to be the party who should pay the amount of the note, should have entrusted it to him at all, or having so entrusted should have been so remiss in seeing that he did his duty.

Business Notes and Comments.

THE decline in pig iron in the past three weeks from \$7 to \$10 a ton is attributed to the large stock on hand and lack of orders.

THE St. Catharines Wheel Works are exempted from taxation by that city for five years. It is expected they will begin operations immediately and employ between forty and fifty hands.

AT the meeting of the creditors of D. R. McElman, jeweller of Moncton, N. B., recently held a composition was offered at the rate of 30 per cent. secured, payable in six, twelve and eighteen months.

THE Dexter-Whitman manufacturing Company, of St. Thomas, are still shipping tool handles to Birmingham, England, and, according to the *Time*, the shipments of oatmeal from that town the past season exceeded those of any previous year.

THE factory of the Benedict & Burnham Manufacturing Company, at Waterbury, Conn. makers of the Waterbury watch was partially destroyed by fire on the 8th ult. The loss on the building and contents is estimated at \$75,000, insured for \$15,000, although much of the watch machinery was saved, the loss arising from the necessary detention to business will be very heavy.

MESSRS P. W. ELLIS & Co., finding their present place of business too small to accommodate their growing business, will shortly move into their new factory on the south side of King street, almost opposite the *Globe* office, which has been specially adapted to their purpose. Their offices salesrooms and material department will be on the first flat, and will give them increased facilities for their growing business.

THE largest mass of pure copper ever found in Lake Superior district was taken from the Minnesota mine, in Ontonagon county the rough weight of which was 540 tons, and it produced 446 tons of pure copper. The thickest part of the mass was a little over seven feet. It required the labor of twenty men during the period of twenty-three months. The Cinn mine developed one mass weighing a little over two hundred and fifty tons.

THE FIRM OF WOLTZ BROS. jewellers, of Toronto came very near being the victims of a daring attempt at robbery a few days ago. The burglars evidently became alarmed by some noise before they had got fairly to work, else the Messrs Woltz would have had to mourn the loss of many thousand dollars worth of valuable

ble stock. The burglars were evidently experts, and left behind them the best set of tools, the police say, that they ever saw in this city.

We regret to learn that Mr. J. W. Hastings, jeweller, of Barrie, Ont., was burned out during the past month. His building was insured for \$1,500, but his stock amounting to \$3,000 was not covered by insurance, and was almost a total loss. In these days of enlightenment it is strange that any business man will allow his stock to remain uninsured. People won't take a lesson from the losses of others in this way, and when they are burned out themselves the lesson becomes expensive.

A LADY, Miss Livingstone, placed \$1,000 in the hands of a New York stock broker, to enable him to speculate in stocks for her. One may cease to wonder at the magnitude of New York stock transactions, when he learns that the purchases and sales made with this \$1,000 footed up to \$3,560,000, and that the actual buying and selling prices amounted to \$2,211,428.84. The broker managed, in the end, to lose Miss Livingstone's money, and charged her \$4,000 in addition as commission; which commission, after three trials, the courts have finally disallowed.

MARK TWAIN's latest publication, "A Tramp Abroad," a book replete with the characteristic humor of that author, ends with an extract he has made from a German comic journal. A commercial traveller is about to unroll his samples:—

Merchant.—(pettishly) "No, don't; I don't want to buy anything."

Drummer.—"If you please, I was going to show you—"

Merchant.—"But I don't wish to see them!"

Drummer.—(after a pause, pleadingly) "But do you mind letting me look at them?—I haven't seen them for three weeks!"

THE contract for watches to be used by the officials on the Indian State Railways, says the *British Jeweler and Metalworker*, has again been secured by the American Watch Company. This is the third time that Messrs. Robbins & Appleton have received this distinction, which is not a barren one, for it must be evident to the most prejudiced individual that the timekeepers supplied on the previous occasions must have given satisfaction, and answered the tests required of them. This is a mortifying fact for Englishmen, especially for those who believe that were manufacturers here to show more enterprise they would be able to compete advantageously in the manufacture of all grades of watches. Our Coventry friends should bestir themselves, for such contracts as those to which we refer should not be lost to this country.

A. D. WILLIAMS, jeweller, of Aylmer, Ont., cleared out about the beginning of the month, and has probably gone south to Uncle Sam's dominions to swell the list of scoundrels who have left the country for their country's good. He appears to have swindled his creditors out of as much as he possibly could, considering the line of credit he had, as he settled for nearly all the goods he bought with "promises to pay," which it is needless to say were never redeemed. It is a great pity that such commercial pirates as this should be allowed to go at large, simply because they have crossed an imaginary line

The sooner our government makes an arrangement for the extradition of this class of criminals the better for honest business men on both sides of the line. It seems to us that if this matter were fairly brought before the United States government they would see it to their interest to negotiate.

THE *Monetary Times* says: In January of last year we gave some particulars of a suit, W. Parsons, of Orangeville, hardware dealer, burned out in 1877, vs. the Standard Insurance Co., for a fire loss, the grounds of the Company's defence being that the plaintiff had not disclosed prior insurances, as required by the conditions of the policy; that the property insured had not been properly described, etc. The case was decided against the Company. Towards the close of last year, this matter was still in dispute, as well as another company's insurance having been carried to a higher Court, (\$9,100 and \$4,000.) Failing to obtain payment of his claim amounting thus to \$13,100, Mr. Parsons fell behind in his payments, and as we learn from a circular issued by him on the 8th inst., some of his creditors "have come down on him." His liabilities reach \$36,000, and he claims to have a surplus of \$13,960, including these insurance claims.

QUITE an excitement has recently been caused in London by the discovery of large amounts of "forged" silver plate. This plate purports to be genuine silver ware of the time of Queen Anne, and consists mainly of spoons and forks. Queen Anne silver and *bric-a-brac* is much sought for by collectors of antiques, and hence, it is stated, "tons" of bogus Queen Anne silver ware has been disposed of. Recently a banker sent 650 pieces to Goldsmith's Hall, every one of which was pronounced to be "forged." The goods have been impounded by the Association, which is seeking to recover £6,500 in fines from a well known silversmith. This gentleman, however, appears to have been innocent of the forgery, having simply sold the goods. Silver forks were not used in Queen Anne's time, but the forgers have used the handles of genuine spoons as a model to make their forks from. It is singular that such quantities of these forks should have been sold under the circumstances. The daily and weekly press is very severe on the silversmiths, and intimations are made that hitherto reputable dealers have been implicated in the matter.

DEALERS in diamonds are frequently asked by their customers if the process of making artificial diamonds has yet met with such success as to depreciate the genuine ones in value. The *London Photographic News* gives the following description of the process of manufacture, and clearly intimates that there is no danger of genuine diamonds depreciating in value at present. It says: "A hydrocarbon gas—such as marsh gas for instance, which is composed of hydrogen and carbon—is put into a stout iron tube of considerable thickness. A nitrogen compound—presumably cyanogen—is also introduced, with a view to the nitrogen combining with the hydrogen, and leaving the carbon free, for a diamond, as our readers are aware, consists of pure crystallized carbon. The gas in the iron tube is subjected to enormous pressure to liquefy it, the tube being heated to aid in this work. The liquefaction of oxygen by Picquet, of Geneva, was effected in this way. The

pure carbon passes under pressure from a gaseous into a liquid form, and finally crystallizes, in which condition it is found upon the iron tube being opened. The diamonds are, however, of the most minute character, and Mr. Hannay, of Glasgow, who has thus succeeded in making them, frankly owns that the game is not worth the candle.

THE store of James Venn, jeweler, Yonge-st., Toronto, was broken into by burglars during the night of Saturday, the 17th inst. The thieves first gained an entrance by forcing their way into the basement of Ratray's bakery, and from thence to Venn's cellar, and by forcing up a cellar door secured an entrance to the store. They rifled the outer shelves of the store, and carried away about \$150 worth of gold cuff buttons, rings, watches, chains, etc. Although they succeeded in opening Mr. Venn's safe, which contained several thousand dollars' worth of valuable stock, they do not appear to have taken any of its contents so far as can be ascertained. Probably they were frightened away by the watchman, and could not summon up enough courage to come back again and finish their job, which certainly was a good thing for Mr. Venn, as they could have cleaned him out entirely and easily got away with their spoil. Mr. Venn's safe was one of those old fashioned ones which lock with a key, and the ease with which they appeared to have opened it should act as a warning to all jewellers who trust their goods in the keeping of such safes to discard them at once, and substitute in their stead the more modern kind that have combination locks. Mr. Venn has put in one of the newest and most approved kind, and now enjoys his usual rest without being troubled by any fear of burglars.

Three drummers went drumming out into the West,

Out into the West with "prices down;"
Each blew of the sample that paid him best,
And they blew from one end to the other of town.

For jaws must wag
When prices are weak,
And jaws must be supplemented by cheek,

Yet they at the "bar" stood groaning.

Three drummers stood swearing from hour to hour—

They'd made not a sale in the whole wide town;

They swore at their luck and they raved at the times;

Their names were Robinson, Jones and Brown.

For jaws must wag
When prices are weak,
And jaws must be supplemented by cheek,

Yet they at the "bar" stood groaning.

Three corpses hung limp from their sample-bag straps.

Their sample-bag straps, and their prices down;

Three bosses are wailing their trade's mishaps
And the loss of Robinson, Jones and Brown

For jaws can't wag,
And useless is cheek
When drummers in thousands
Go through in a week

And stand at the rum-bar groaning.

THE DE LA TORRE FAILURE.—The case of Paul Gunsborough, wholesale fancy goods merchant, Toronto, trading under the style of De La Torre & Co., seems to be one of the most fraudulent cases of bankruptcy that has yet

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

x 10

TORONTO, JUNE, 1880.



SHEFFIELD STERLING SPOONS AND FORKS.

The last advices from England inform us of an advance in the price of Nickel Silver of all grades, of from 10 to 15 per cent. on old figures, and that a further increase may shortly be expected.

In consequence of these advances it is impossible that Nickel Silver Spoons and Forks can continue to be sold at former prices, but must go up in proportion to the rise in Great Britain. As this rise must of necessity affect the price of cheap goods more than that of the finer qualities, dealers will find it more than ever to their interest to buy reliable goods that they can safely recommend to their customers as being value for their money.

We have now in stock over 300 gross of our celebrated

SHEFFIELD STERLING SPOONS AND FORKS

which we fully believe to be the best unplated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons, have a guarantee wrapper, of which the following is a copy:

SPECIAL NOTICE.—These goods are made of SHEFFIELD STERLING, the best known substitute for Sterling Silver, and are warranted to resist acids, keep their color, and improve with use. The manufacturers guarantee all the goods bearing the Trade Mark:—

SHEFFIELD STERLING CROWN
S or X

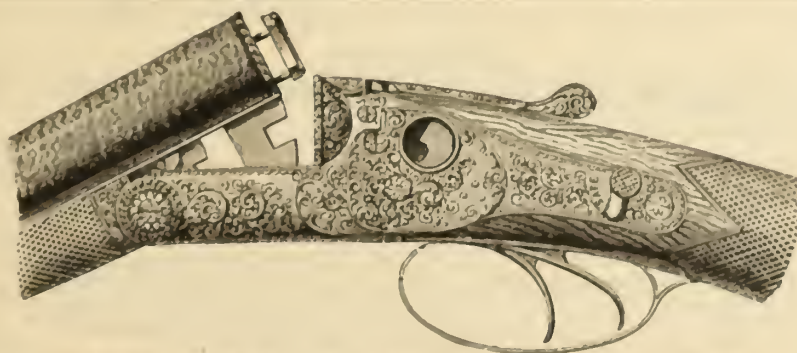
to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to their Canadian Agents and draw upon them for their invoice value.

THE SHEFFIELD STERLING CO., Sheffield, England.

Dealers who have tried them will use no other.

WHOLESALE ONLY by the CO.'S CANADIAN AGENTS,

ZIMMERMAN, McNAUGHT & CO.



W. M. COOPER,
MANUFACTURERS' AGENT.

DEALER IN RIFLES, GUNS & SPORTING GOODS
23 Front Street West, - TORONTO.

I have pleasure in informing the Trade that my stock of Sporting Guns and Material is now complete, and that I am in a position to offer them Goods manufactured by the very best English makers, which will give entire satisfaction to the purchaser, and fully sustain the well earned reputation of the Manufacturer. The Guns are imported under my own special supervision and close inspection, and from a life long experience, the public may rely on obtaining first-class goods only, as I shall offer no other for sale. The stock kept by me will always be found to consist of good serviceable Guns at close figures, and comprises at present Single and Double Barrel Muzzle and Breech Loaders, 10 and 12 gauge, of various actions, also Hammerless Guns, with the Deley & Anson action. A large assortment of Gun Implements and Ammunition kept constantly on hand. New Illustrated Catalogue just issued, giving full particulars of style and price, sent free on application.

W. M. COOPER, Canadian Agent for W. W. GREENER Birmingham, W & C SCOTT & SONS, Birmingham, GEORGE GIBB, Bristol, WILLIAMS & POWELL, Liverpool, THOMAS TURNER Birmingham.

P. W. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO.,

MANUFACTURING JEWELERS AND WATCHMAKERS,

IMPORTERS OF WATCHMAKERS' AND JEWELERS' SUPPLIES,

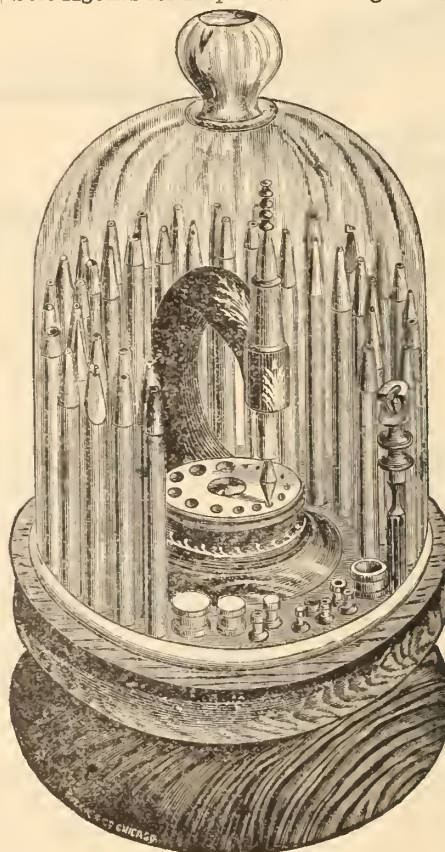
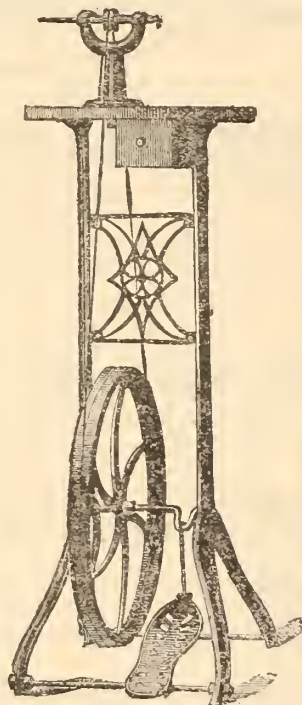
Dealers in Diamonds and other Precious Stones.

NO. 31 KING STREET EAST,

TORONTO.

Improved Polishing Lathe | Sole Agents for Improved Staking Tools.

This complete Polishing Lathe forms a tool which is absolutely indispensable to every Jeweller who keeps his stock in good order; and for polishing his small jobbing work, &c. It is compact, occupies little room; the table is entirely of iron, excepting the top and drawer, which are of walnut. Iron work is japanned, and the wheel has a flat surface, with flanges on edge to prevent the belt slipping off. We will supply the tables without head, or head separate, or all complete with full complement of polishing buffs, brushes &c., with rouge and tripoli neatly done up in boxes. Full particulars upon application.



This tool comprises:—

Frame & Die	1 Roller Abstractor
41 Punches	Wood Stand
10 Stumps	Glass Shade

The punches are made of finest quality of steel wire, carefully straightened and tempered, according to their respective uses, and highly finished, making a complete set of punches for every possible class of watch work requiring punches. Repairers will find it their best friend in doing nice work with rapidity and correctness. The frame is nicely finished, top and bottom nickel plated, japanned in black and ornamented in gold leaf. The whole is mounted on a finished cherry stand, to take in punches when not in use. Glass shade covers all, furnishing an ornament for any watchmaker's bench.

Send for prices and descriptive lists.

Above Cut is one-half size of Tool.

PRICES VERY LOW.

STYLE C.



Sole Agents for Popular
Nickle Dust Proof
Watch Key.

Full stock of Pocket and Bench Keys now on hand, and all orders filled promptly for any quantity and size required. Send for Descriptive Price List and samples.

NICKEL-PLATED.

ALLEN'S PAT. JAN. 6. 1880.

SOLE AGENTS ALLEN'S PATENT COMBINATION WATCH TOOL

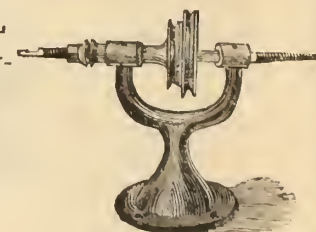
Extract from Jeweller's Circular, June, of proceedings of Horological Club, in New York:

Mr. Clerkenwell showed Allen's Patent Tool to the Club, and illustrated its uses for taking off second hands, also hour and minute hands; removing dial pins or turning the screws and taking off the dial, removing screws generally; holding second hands while reaming them out, removing hairspring collets, roller tables, and many other uses. All agreed that it was a wonderfully handy tool, and one of those ingenious combination tools which the practical workman delights to have on his bench. Sent free on receipt of \$1.00.

MANUFACTURING JEWELRY DEPARTMENT.

Manufacturers of Gold Chains, Albert, Long, Opera, Brooch, Leontine, Tassel Chains, Solid and Hollow, in every design and any weight. The manufacture of Medals for societies, fairs, schools, clubs, and other presentation purposes, both in gold and silver, will now receive our special attention, having largely increased our facilities for turning out same. Any class of Jewelry repaired, matched or made to order. Correspondence solicited. Designs and estimates furnished cheerfully for any class of work.

POLISHING LATHE HEAD



This complete Lathe Head, one end of which is threaded and tapered to a point, for holding brushes, buffs, and other polishing wheels. Other end forms an arbor for emery wheels, drills, &c. Warranted true. Sold separate or mounted on stand complete. Lathe Head. Price \$3.50.

Our new premises afford us largely increased facilities to keep pace with the increased demand for our goods, and we can assure our customers that no effort will be spared to meet their wants, in both our Manufacturing Jewelry, Tool and Material Departments.

Goods sent on selection if desired. Particular care given to filling special orders.

Yours Respectfully,

P. W. ELLIS & CO.

THE TRADER.

TORONTO, ONTARIO JUNE, 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada

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Half Page	-	-	12 00
Quarter Page	-	-	8 00
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A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

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THE TRADER PUBLISHING CO.,

Box 1325, Toronto, Ont.

"UNDER WHICH KING."

The present condition of the Insolvent question is extremely unsatisfactory to our mercantile community; whatever the wisacres at Ottawa who repealed the late Act may think about the matter. They may lay the flattering unction to their souls that they have done their duty to their constituents, but we are very strongly of the opinion that long before another session of Parliament is convened, the agitation for a new Insolvent Act will be so strong that the Government will be compelled to bring forward a measure and use their influence to have it carried through.

The present situation is becoming daily more unsatisfactory; without a general insolvent law, and not knowing whether the Mowat Act will come in force or not, traders hardly know what to do. The impression seems to have gone abroad somehow that Mr. Mowat's Creditors' Relief Act is already in force; indeed we have heard of one or two wholesale dealers who should have known better, that have lost money by allowing other creditors to sue before them, being under the impression all the while that when any one obtained judgment they could, under its provisions, file their claims and rank on the estate. These ideas have been rather forcibly expelled, however when they found that the Act had not yet received the assent of the Lieut.-Governor, and therefore cannot be law.

We are glad to see that the *Globe* and *Monetary Times* have taken the subject

up, and now that they have done so, it is probable that it will be pretty thoroughly ventilated.

In the meantime, beyond drawing the attention of the people towards it, and making ready for another, and we trust more serviceable Act, nothing can be done till next year, and traders will have to make the best they can out of the situation till then.

Every day things are coming to light which demonstrate fully the insecurity of the present chaotic state of affairs, and the trouble of making anything like satisfactory settlements.

"A case recently arose in Lindsay, where a debtor, unable to pay his liabilities as they matured, refused to settle with his creditors unless they would take his stock in discharge of their claims, and allow him to retain the book-debts. On their refusal, they were told that he had given a note for a large amount to his wife for past services, upon which he was ready to confess judgment. Probably the Court of Chancery would have prevented this claim from being paid out of his assets before those of the other creditors; still, they considered it wiser not to take the risk, but accepted his terms.

Another firm of traders, in Collingwood, being unable to meet their engagements as they came due, were asked by their creditors to execute an assignment to a trustee, which they consented to do only on condition that they should be allowed to retain four or five hundred dollars to pay local claims. These are only a couple of instances of what is going on all over the country; and we fancy it will not be long before the business community at any rate is fully persuaded that a mistake was made when the bankrupt law was repealed without some provision being made whereby the estates of defaulting debtors might be disposed of without delay, and for the general benefit of creditors.

The chief good likely to come out of the present state of things is that it will make creditors more cautious; to restrict credit, and to drive a good many of the weaker men out of both wholesale and retail business. Should these results be realized, much good will have been done, which, however, might have been brought about equally well without a system that has so many evil tendencies."

THE WATCH AWARD AT THE SYDNEY EXHIBITION.

In reference to the Watch competition at the Sydney (Australia) Exhibition, we learn from the correspondent of the *Jewelers Circular* that the competition has been large, and that the jury seem to have gone into the merits of the watches exhibited in a thorough and practical manner.

The jury was composed of five members, one of whom served as chairman; we append their names: Mr. John McG. Smith, Sydney, N. S. W.; P. S. Bound, (for Switzerland), Sydney, N. S. W.; H. C. Russell, B. A., F. R. A. S., Astronomer Royal, Sydney Observatory (for England), Sydney, N. S. W.; E. Beckman, (for Germany), Sydney, N. S. W.; Gregory P. Harte (for U. S.) San Francisco, Cal.

Great care was taken by individual jurors in making up their note books during the examination of the watches and in scrutinizing the inherent and comparative merits under the ten different heads unanimously agreed upon as follows:—1—Originality; 2—Invention and discovery; 3—Utility and quality of material; 4—Skill in workmanship; 5—Fitness for purpose intended; 6—Adaption to public wants; 7—Economy; 8—Cost; 9—Finish and elegance of cases; 10—Time keeping qualities. It was agreed that the jury should use the number 100 as expressing the highest degree of excellence, in each of these ten elements of inherent and comparative merit, and adjudge individually to each of the several exhibits such rating as their respective judgments would warrant after careful examination; these opinions, being handed to the chairman at the end of the examination, and the average numbers calculated therefrom, constituted the unanimous verdict of the jury.

The jury furthermore decided to have the competing watches tested at the Government Observatory at Sydney, and upon their request, H. C. Russell, B. A., F. R. A., Astronomer Royal, at that observatory, consented to make these tests. Each of the competitors was requested to send three watches of his own selection to the observatory for this trial; but only eight exhibitors availed themselves of this opportunity. It is proper, however, to state that none of the exhibitors apparently anticipated this test, and that it is possible that

some of the watches might have made a better record, if they had been differently attended to since the opening of the Exhibition, but they were in this respect all upon a par. The majority of these watches had been made for exhibition purposes, and especially prepared to that end, and some had been previously rated at observatories before sending.

The result of these tests and the awards we give below, which must be considered as a feather in the cap of the American Watch Company. The total number of points obtainable being 1,000.

Name of Maker.	Total No. of Points.
American Watch Co., of Waltham, Mass., U. S. A. - - - -	981
A. Lange & Sohne - - - -	686
Louis Audemars - - - -	671
Victor Kulberg - - - -	586
Nicole & Neilson - - - -	527
Castleberg & Co. - - - -	288
International Watch Co. - - - -	287
Thos. Russell & Sons - - - -	267
A. Tribendeau - - - -	116
A. Backschmid - - - -	76

In consideration of the facts developed in the examination, and the preponderance of elements of inherent and comparative merits adjudged by the jury (each in independent judgment) being nearly equal to fifty per cent. more than the next highest exhibit, the jury awarded the American Watch Co., of Waltham, Mass., a *first class award* and such other special distinction, diploma, medal or award, as is consistent with the duties and obligations of the International Commission, *for the largest and most complete exhibit of the horological exhibits examined.* Also a *first class award* for the *time keeping qualities of all grades of these watches.* Also a *first class award* for the perfection of the American system of watchmaking and the improvements in the mechanical parts of the watch, being notably: Fogg's patent safety pinion, the perfect epicycloidal form of all the teeth of the train, in every grade of watch alike, and the isochronal adjustment of the balance spring. Also to Charles V. Woerd, Mechanical Superintendent of the American Watch Co., a *first class award* for his new mode of compensating balance. Also a *first class award* for the improvements in cases, the number of artistic forms and designs used and the beauty and elegance of their finish.

It may be interesting to Canadians to know that the manufactures of the

Waltham Watch Co. were exhibited under the supervision of Mr. Donald D. Manson, formerly of Toronto, who is well known to most of the jewelers throughout Canada. Mr. Manson during his stay at Sydney has won golden opinions alike from the trade and the public, and we understand has been unusually successful in introducing the manufactures of the Waltham Company in Australia. The Company are to be congratulated not only upon the award they have obtained, but also upon the prospect of going to such an extensive market for high priced goods as Australia will certainly prove itself to be.

Selected Matter.

SELLING BELOW COST.

It is not a strange sight now-a-days to see in any village this sign: "Selling below cost." One at first concludes that the owner is selling out, or having failed in business is obliged to sell at a sacrifice; but as the sign remains and business continues, he is constrained to believe that the merchant, who can sell continually below cost, is a most wonderful man. There are very few persons who will be deceived by any such advertising. The sensible customers will at once see that it is foolish to suppose anyone will sell below cost. It is just the thing the merchant is not trying to do. His province is to handle goods and make a profit therefrom, and all expect him to conduct his business in such a way as to attain that object.

This matter of selling below cost has to be considered under two heads, where in certain classes of goods it is actually practiced, and where it is simply advertised, but not practiced. To advertise that one is selling below cost, when in fact he is not, is a downright falsehood, and will be detected sooner or later to the shame and loss of the merchant who attempts such a thing. From a business standpoint, it is condemned at once, for it is not straight up and down dealing. Where a merchant deals with the same persons continually, nothing is more necessary than that he gain their confidence. Square dealing is the surest road to it, and when it is once gained, such persons become stand-by customers. Now, the one who "sell below cost" at once raises the

suspicion that he is imposing on the credulity of the public, and in fact the practice has become so common, and has been so much abused, that it injures that reputation of any business man who adopts that system to draw custom. It is needless for us to condemn such a course, for it speaks condemnation for itself. As to the other point, different merchants hold different views.—*Country Merchant.*

COSTS OF INSOLVENTS' DISCHARGES.

It appears to have been, heretofore, a generally accepted rule among County Court Judges that no power was conferred upon them by the Insolvent Act to order payment of costs by any party to a contested application for an insolvent's discharge. The County Judge at Barrie has, however, decided otherwise in a recent case. In the matter of Manning & Co., of Alliston, one member of the firm applied for his discharge under a consent from the creditors, which application was opposed by Messrs. H. S. Howland, Sons & Co., of this city. By the insolvent's own examination on this application it appeared that his books had not been properly kept, and that his business had been unduly continued after he was in insolvent circumstances. On these grounds, the learned judge suspended the operation of the discharge for one year. An application was then made by the opposing creditors to compel the insolvent to pay the costs to which they had put in their opposition. This application was, after argument, granted, though the ground was strongly urged that the judge had no power under the act to make any such order. If this is good law it would appear to follow as a necessary consequence that where a discharge is opposed unsuccessfully the judge may, if he thinks proper, order the opposing creditors to pay the costs of the application. It is strange this point should not have been taken sooner in some of the many contested applications for discharge which have been made under the now repealed Insolvent Law. But as the law, though repealed, still applies to current matters there will still be many such applications, and it is more than probable we shall again here of this question.

ENDORSER'S LIABILITY.

NOTICE OF DISHONOR AFTER DEATH OF
ENDORSER.

A judgment on points of interest and importance to business men and especially to bankers, was rendered a few weeks ago by the Court of Queen's Bench for Ontario in a suit of *Cosgrave vs Boyle*.

The action was one by Messrs. Cosgrave & Sons, brewers of Toronto, against the defendant, Boyle, as executor of the estate of one James Stewart, who had endorsed a promissory note of one Margaret Purdy for a debt which she owed to the plaintiffs. The note, which was one for \$500.00, made on the 5th November, 1878, dated at Toronto, and payable four months after date. It was made payable to the order of James Stewart, who endorsed it. It was afterwards endorsed by the plaintiffs and discounted at the Bank of Commerce, Toronto. Stewart resided at Lansing, in the County of York, which was his post office address. He died about Dec. 5th, during currency of the note. The defendant Boyle was sole executor of Stewart's will, which he proved on the 13th Dec., 1879, before the maturity of the note. The Bank, which was the holder of the note at maturity, not being aware either of Stewart's death, or of his correct address, sent notice of dishonor, addressed to him and the maker at Toronto. The plaintiffs, however, were aware of Stewart's correct address and also of his death before the maturity of the note; and on the 5th March, 1879, three days before its maturity, they sent a letter to Chas. Stewart, a son of the endorser, addressed to Lansing P. O., saying that they held the note in question, endorsed by his deceased father for Mrs. Purdy, and requesting his attention to it as it would fall due on Saturday the 8th inst.

The plaintiffs, immediately after the maturity of the note, paid the amount of it to the Bank, and placed it in their solicitor's hands for collection. The solicitor's letter to the defendant was dated the 19th March, and was, according to the defendant's statement, the first notice which he received. The case was tried without a jury at the last Summer Assizes for Toronto before Mr. Justice Cameron, who entered a verdict for the defendant, reserving leave to the plaintiffs to move in term against this verdict.

In November last the matter was argued before the full Court where the points raised were fully discussed. Judge

ment was reserved, but has now been delivered, the majority of the Court deciding in defendant's favor, Mr. Justice Cameron delivered a dissenting judgment. The two questions raised were: *first*, whether the notice of dishonor sent by the Bank was sufficient to bind the estate to the endorser, having been sent after his death; and *second*, whether assuming the notice to be sufficient so far as the Bank was concerned, the plaintiffs occupied the same position, and were entitled to the same benefit as the Bank. It was admitted on all hands that the notice given by the Bank was sufficient if Stewart had been alive at the time of the maturity of the note.

The Act of 1874 on the subject having provided that the note of dishonor may be sent to any party, to a bill or note, at the place at which such bill or note is dated unless such party has under his signature on such bill or note designated another address to which such notice might be sent. The question was whether this notice was sufficient in view of the endorser's death in the meantime without the knowledge of the Bank. Strange as it may be considered, there seems to be no direct authorities either in Canada, England, or the United States on this point. English and American writers alike agree that after the death of a party to a bill or note, his personal representative, if any, be appointed, should receive notice of dishonor; but they are all silent as to what the effect is where death and appointment of a personal representative have occurred before the maturity of the instrument, without the knowledge of the holders thereof.

This is a most important question, especially for banks, because it would be a serious matter if they were bound in every case to find out before protesting a note, whether every party to it were then alive, and if not whether he left a will, or if no will, whether letters of administration had been applied for, and if applied for, whether granted, and to whom. They would also require to ascertain in each of such cases the correct address of such personal representatives; as it appears that the clause in the statute referred to would not protect them under such circumstances. This point, though discussed by the judges *pro* and *con* cannot be said to be decided in this case. The majority of the Court preferred to rest their decision on the ground that whatever the rights of the Bank might have been, the plaintiffs in this

case are not entitled to succeed, not having done what could reasonably be expected of them to protect themselves. The means by which the plaintiffs might have protected themselves was: sending notice of dishonor to the defendant immediately on receiving it themselves from the Bank. Should the case be carried to the Court of Appeal it will be interesting to watch what may be said by the judges of that Court on the other point involved, which is really the more important one so far as the public are concerned.—*"Monetary Times."*

THE manufacture of gold and silver plate in the United Kingdom, if increasing, does so very slowly, despite the growing wealth of the nation. Whether this stationary energy is due to the duty is a point on which those engaged in the trade differ in opinion. After some change from duty to a license, the duties were reimposed about a century ago, 8s. per ounce being charged on gold, and 6d. per ounce on silver. Just before the beginning of the present century they were increased in the one case 16s., and in the other to 1s. There was again an augmentation seven years afterward in regard to silver, the duty on which was fixed at 15d; not with reference to the interests to either buyers or sellers, but simply because the Government needed increased revenues. About 60 years back the duties were fixed at 17s. per ounce on gold, and 18d. on silver; and so they have remained ever since. In Ireland different rates were adopted from those in Great Britain; but in recent years all sections of the United Kingdom have been treated alike in this matter. If the extent of the manufacture be nearly stationary, this is attributed to three causes. First, changes of fashion, which lead to the adoption of other materials for the precious metals in several kinds of ornamental and even useful articles. Secondly, the durability of gold and silver plate, which results in a large trade in second hand goods. And thirdly, perhaps principally, the development of the electro-plate manufacture, which began to be definitely established about 35 years ago, and has been rapidly growing ever since.

"I DON'T know Grange stores ever gave credit," says a correspondent of the *London Advertiser*; "but it seems they do—to their sorrow and destruction. The Master of Grange 722 reports that Grange dead—the credit system."

At Brockville, on the night of May 15th, Mr. Simpson, of the Customs, being on the look out for smugglers, espied a boat containing two men and a load of goods approaching from the American shore. As soon as the boat touched shore he jumped in the boat, seized both men, but in the tussle the boat upset. One of the men named Rowley, who lives on the American shore, opposite here, took to his heels, but the officer soon overhauled him, and had him locked up, but the policeman allowed him to escape. The other man also escaped. The officer seized seven packages of glass and cutlery.

NOTES.

MR PREVOST, of Quebec, who recently went to Woolwich to study cartridge making, is to return by one of the first mail steamers, when the proposed factory at that city, says the *Chronicle*, will at once be started.

MR JOHN W. COY, hardware, St. Catharines, has assigned for the general benefit of his creditors. This is his second failure within a short period; undoubtedly he has struggled hard to avert this, especially after paying his former composition in full.

It is announced that Messrs. William Bell & Co. of Guelph, have received information that their organ has been awarded the only special prize gold medal at the Sydney exhibition, beating English and American organs, a circumstance very creditable to the Canadian makers.

In the United States, an invoice can be sent by post to any part of the Union for one cent. In Canada, the charge is the same as for a letter—three cents. Invoices posted in Oswego or Buffalo can be sent to this city for one cent, but if posted here for that city would require three cents each. When shall we Canadians be able to afford such a facility?

MR. DOUGLAS, the acting collector of customs for this port, has received a letter from a person signing himself "Sorry and Ashamed" in which it is stated that on several occasions the writer has defrauded the revenue by evading payment of duty on goods purchased in the United States. That he is now fully convinced of his sin, and encloses ten dollars which will cover the discrepancy and clear his conscience.

THE combination among the gold chain manufacturers of the United States has come to grief, and piracy and fraud in the business may be expected to come to the front again. A few manufacturers, noted for their tricky methods of doing business, joined the organization for the sole purpose of defeating it. They have succeeded for the present, but retribution is sure to overtake them in the end. Premeditated and deliberate swindling, by means of debased and fraudulent goods, cannot thrive for any great length of time. Honest manufacturers must take measures for self protection, and it will not be long before these unscrupulous manufacturers will be shown up in their true color.

At the meeting of Council of the Board of Trade in Hamilton the other day, Hon. Mr. Abbott's bill for the distribution of insolvent estates was discussed and approved. The president, Mr. John Harvey, was instructed to telegraph the members for Hamilton at Ottawa, requesting their efforts in favor of the bill. The Montreal and Toronto Boards of Trade also urged upon Government the passage of the bill, but apparently, without effect.

AN old hotel keeper in Guelph, James A. Thorp, went into the hardware and tin business about three years ago. The management of the business was entrusted, at first, to Mr. Frank Smith, who did not make a success. At a meeting of creditors on Tuesday last, 50 cents on the dollar was offered and refused. He then assigned to J. Proctor & Co. His liabilities are not large. The estate, if properly managed, may yield full payment.

THE conduct of a Lindsay shoe dealer, M. M. Markham, has been rather unsatisfactory to his creditors. It appears that he has compelled them to accept his own terms of settlement, which are, to give them the stock as their share of the estate, which share was considered worth about \$2,000, allowing himself to retain the book debts of \$1,300, otherwise he would fyle a claim held by his wife for \$2,200. These terms were finally agreed to and a settlement of about \$3,000 liabilities was thus completed.

A GENERAL dealer in Goderich, Mr. D. Ferguson, who has been in business there for nearly eighteen years, has assigned to a resident of that town, in trust for creditors. His statement, drawn up last month, showed a small surplus: liabilities being \$10,878, and assets, stock, \$5,489; book accounts \$3,010, of which, however, only \$800 can be counted upon as collectable. He has real estate valued at \$6,000, mortgaged for \$1,500, and his shop and house furniture is placed at \$946; total assets, \$11,735. Being a careful and worthy man, much sympathy is felt for him by creditors. In good times, he was regarded worth a surplus of \$5,000 or \$6,000.

IT is well known that glass acquires remarkable toughness by being annealed in oil, and that a high degree of hardness is conferred upon metals by a similar process. It is said that engravers and watchmakers of Germany harden their tools in sealing-wax. The tool is heated to whiteness and plunged into wax, withdrawn after an instant and plunged in again, the process being repeated until the steel is too cold to enter the wax. The steel is said to become, after this process, almost as hard as the diamond, and when touched with a little oil of turpentine, the tools are excellent for engraving, and also for piercing the hardest metal.

IN bleaching or whitening silver jewelry, Mr. Bush, in a communication to the *British Horological Journal* gives the following method: "After silver articles have been annealed and boiled in water, acidulated with a twentieth part of sulphuric acid, and made thereby as white as possible, they are covered with a paste made of equal parts of finely powdered saltpetre and charcoal in water, and annealed and thrown whilst hot into a freshly-made solution of sulphuric acid, same as for boiling out, when they will assume the perfect whiteness seen on new goods. Silver plated articles are scratch-brushed

and otherwise thoroughly cleaned and rinsed, and immersed in connection with a piece of clean zinc, into a silvering solution made of pure silver and the best of cyanide of potash in distilled water, filter and keep for this purpose. This solution must not contain more cyanide than is necessary for the dissolving the precipitated chloride of silver, and may be diluted with a larger quantity of distilled water as ordinary silver solutions."

THE Gorham Manufacturing Co. have just been notified that their design for the prize to be given at the Easter Rowing Association's regatta to take place on the Seekonk river near Providence, R. I., June 17th, has been accepted. The cup is of magnificent proportions. It consists of an oblong base, over two feet in length, with an ornamental border and resting on ornamented feet. From the centre of this base there rises a column with base and capital complete, ornamented with crossed oars, two flags, and wreath of immortelles. Surmounting this is a large globe supported by flowers. On this globe stands erect an oarsman, holding an oar in his hand and crowned with a wreath of laurel. The total height from base to tip of oar is three feet. On either side of the column are vases one foot in diameter and eight inches high. Engraved on the polished surfaces are aquatic scenes, one representing an oarsman pulling in a beautifully modeled modern shell; another scene presents an oarsman tugging away in an old fashioned, common working boat. The artist of the Gorham Co. has made the design sufficiently eloquent to speak for itself.

MR. George Cooper, Engraver, has removed his place of business from Toronto Street to No 31 King Street East, above Potter's optical warehouse.

Business Changes for May.

J. A. Thorp, hardware, Guelph, assigned in trust to John Proctor & Co., Hamilton; John W. Coy, hardware, St. Catharines assigned; Potter & Hickson, jewelers, Kincardine, dissolved; A. D. S. Williams, jeweler, Aylmer, Ont., ran away; P. Weston, crockery, London, out of business; Ellis & Rogers, hardware, Tilsonburg, dissolved, George J. Rogers continues; H. Padfield, watches, Norwich, has sold out to G. C. Sutton; A. Goulding, hardware, Port Stanley, has sold out; Thomas Chapman, jeweller, Winnipeg, Man. sold out to George Andrews; John Edgar & Son, Wholesale & Retail crockery, Brantford, removed their business to Toronto; Sidney Jacobs, tinsmith, Seaforth, out of business; McGregor Bros., hardware, Walkerton, offering 60 cents on the dollar; McRoberts & Crawford, tinsmith, &c., St. John, N. B., have given bill of sale.

A worthy parson, whose memory had not been developed by unconscious absorption, on starting to preach the other day, dismayed, that the thread of his discourse had entirely slipped his mind. He tried his best to "catch on" again, but couldn't, and his flustered and embarrassed air astonished the whole congregation. But a happy thought struck him. Suddenly sniffing the air and looking anxiously about, he said: "Pardon the interruption, my hearers, but it seems to me—(sniff, sniff) it seems to me that I smell something burning. There must be a fire somewhere near." At this, the audience rushed out to see whose house was on fire with a speed that would have distanced Hare, while the worthy parson complacently came out of his pulpit and adjourned further religious proceedings until next prayer-meeting night.

AND now the female can-can.

WAIST basket—a casket

THE onion bed is the scenter of the garden

SOME papers try hard to create a sensation, where as they only succeed in making a bustle.

THE towns round here that were not burned by Gen Tryon a century ago, are now mad about it

MANKIND is divided in worship between the golden calf, and the kind that top off a pair of No. 1 gaiters

THERE is scarcely any trouble without a woman being at the bottom of it, so when you pass a house and hear a youngster yelling like blue blazes you can make up your mind that the foregoing fact accounts for the noise

There is something new under the sun, remarked the old gentleman as the young man sat down on the fresh punt of the front stoop.

We believe that if an angel should call into the sanctum of the average scissors fiend, that he would clip her wings and pass them off as his own.

S. J. SARGANT,

MANUFACTURER OF

MASONIC

AND

SOCIETY REGALIA,

JEWELS, &C., &C.

A. O. U. W.

BADGES.

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UNION SQUARE, NEW YORK,

Manufacturers of the finest line of

SOLID SILVER, Flat AND HOLLOW WARE

in the world. Guaranteed standard quality 927 1, 000 fine. Jewellers wanting Solid Silver Tea or Coffee Sets, Urns, Walters, Epergnes, Baskets, &c., or cased goods of any description for presentations, can have photographs of these manufactures forwarded to them by express, by applying to the Company's Wholesale Agents,

Zimmerman, McNaught & Co.,

56 YONGE STREET,

TORONTO.

FOR SALE!

Nickle Show Cases!

ALMOST NEW, MADE BY MILLICHAMP

Ten feet long; 24 inches wide; 7 inches in height; square front; opens from the top; made for a Druggist. Suitable for a Druggist, Stationer, Jeweller or Hardware Merchant.

PRICE, \$30.00 CASH.

CAN BE SEEN AT 56 YONGE ST.

ZIMMERMAN, McNAUGHT & Co.

T. WHITE & SON

Manufacturing Jewelers,

—AND—

LAPIDARIES,

12 MELINDA ST.,

TORONTO.

Canadian Agates,

Amethysts, &c.,

Polished and Mounted for the trade. Store-keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones,

Imitations,

Locket Glasses,

&c., &c.

Unsurpassed in the Dominion.

GEO. E. COOPER,

Ornamental & General Engraver

31 KING STREET EAST,

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ALL KINDS OF PLATE, JEWELLERY, ETC.
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

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SPRING GOODS,

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Jet Balls and Necklets.

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David Wilson,

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FOR SALE!

EBONY & SILVER SHOW CASE,

ALMOST NEW, MADE BY MILLICHAMP.

Length, 10 feet; width, 30 inches; height, 4 feet 6 inches; fancy scroll work and silvered sign on top; opens at the back; doors lined with the best quality mirror plate, has one shelf, supported by silver plated brackets. One of the handsomest show cases ever made in Canada, suitable for a first class jewellery business.

PRICE \$100.00 CASH.

Can be seen at

56 YONGE ST.

ZIMMERMAN McNAUGHT & Co.

PRESENTATION

Walking Canes!

WITH

Gold and Silver Heads

AND

EBONY STICKS.

A LARGE ASSORTMENT

Of these Goods just to hand. Assorted sizes and prices.

ZIMMERMAN, McNAUGHT & Co.

TORONTO.

ROGERS, SMITH & COMPANY,

WEST MERIDEN, CONN., U. S.,

MANUFACTURERS OF THE FINEST QUALITY OF

SILVER-PLATED WARE,

Spoons, Forks, Table Cutlery, Dessert Sets,

Entre Dishes, Epergnes, Castors, Cake Baskets,

Ice Water Sets, Tea and Coffee Urns, Salvers, Communion
Ware, &c., &c.

A SPECIALTY IS MADE OF

PORCELAIN-LINED ICE PITCHERS,

Which are valued for retaining the Purity and Coolness of Water, as well as for Durability, Cleanliness and Chemical Excellence of their Interior Surface. The Porcelain is Enameled on Hard Metal, and cannot be broken or cracked by rough usage.

 We take much pleasure in referring to the reputation we have many years maintained for manufacturing

SPOONS AND FORKS

BEARING THE TRADE MARK,

“1847. ROGERS BROS. A 1.”

Particular attention is invited to our Patented Process of Electro-Plating Spoons and Forks, by which the parts most exposed to wear receive an EXTRA COAT OF SILVER. This feature renders these goods more economical and durable than those of any other manufacture, while the increased cost is relatively small. This method of plating we apply to the 4, 8 and 12 oz. plate, as required. All Spoons and Forks of the plated are stamped “1847—ROGERS BROS.—XII,” and are the best in the market.

400 OZS.

SILVER FILIGREE GOODS

Just to hand, direct from the manufacturers in Italy.

THE BEST ASSORTMENT

—OF—

SILVER EARRINGS, BROOCHES,
SETS, NECKLETS, CROSSES, ETC.,

Ever offered to the Canadian Trade.

PRICES LOW.

NEW DESIGNS.

SNAKE BRACELETS, 1 to 6 COILS.

ZIMMERMAN, McNAUGHT & CO.

56 YONGE STREET,
TORONTO.

“Bonus” Watch Key E. & A. GUNTHER,

TORONTO,

Importers of

CLOCKS,

REGULATORS,

WATCHES,

SPECTACLES,

JEWELLERY, &c., &c.

WATCH MATERIAL, WATCH GLASSES,

—AND—

TOOLS A SPECIALITY.



THE BEST AND CHEAPEST
NICKLE PLATED KEY
MADE.

Sizes from 3 to 9. For American watches
Nos. 3, 4 and 5.

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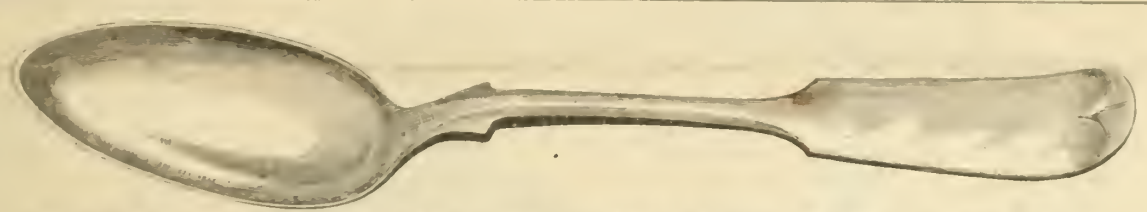
A. C. ANDERSON & CO.,
JOBBERS IN

Jewelry and Watchmakers' Supplies
HAMILTON.

(Trade Work in Connection.)

411

TORONTO, JULY, 1880.



SHEFFIELD STERLING SPOONS AND FORKS.

The last advices from England inform us of an advance in the price of Nickel Silver of all grades, of from 10 to 15 per cent. on old figures, and that a further increase may shortly be expected.

In consequence of these advances it is impossible that Nickel Silver Spoons and Forks can continue to be sold at former prices, but must go up in proportion to the rise in Great Britain. As this rise must of necessity affect the price of cheap goods more than that of the finer qualities, dealers will find it more than ever to their interest to buy reliable goods that they can safely recommend to their customers as being value for their money.

We have now in stock over 300 gross of our celebrated

SHEFFIELD STERLING SPOONS AND FORKS

which we fully believe to be the best plated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons, have a guarantee wrapper, of which the following is a copy :

SPECIAL NOTICE.—These goods are made of **SHEFFIELD STERLING**, the best known substitute for Sterling Silver, and are warranted to resist acids, keep their color, and improve with use. The manufacturers guarantee all the goods bearing the Trade Mark:—

SHEFFIELD STERLING CROWN

to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to their Canadian Agent and draw upon them for their invoice value.

THE SHEFFIELD STERLING CO., Sheffield, England.

Dealers who have tried them will use no other.

WHOLESALE ONLY by the CO.'S CANADIAN AGENTS.

ZIMMERMAN, McNAUGHT & CO.



W. M. COOPER,
MANUFACTURERS' AGENT.

DEALER IN RIFLES, GUNS & SPORTING GOODS
23 Front Street West, - TORONTO.

W. M. COOPER, Carden & Co. W. W. GREENER Birmingham, W. A. COTT & SONS, Birmingham, GEORGE GIBB & CO. WILLIAMS & POWELL, Liverpool THOMAS FULLER, Birmingham

P. W. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO., MANUFACTURING JEWELERS AND WATCHMAKERS,

Importers and Jobbers of Fine Materials, Tools and Supplies for Watchmakers and Jewellers,

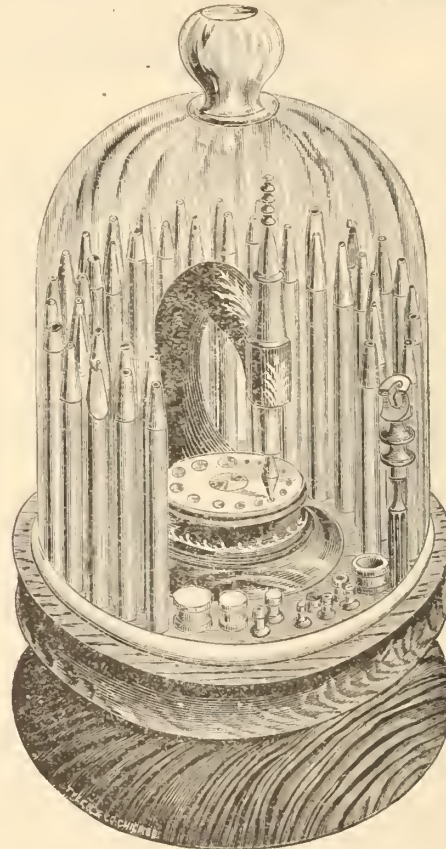
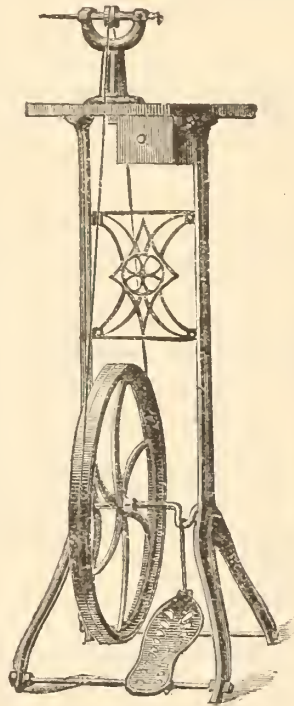
Dealers in Diamonds and other Precious Stones

NO. 31 KING STREET EAST,

TORONTO.

Improved Polishing Lathe | Sole Agents for Improved Staking Tools.

This complete Polishing Lathe forms a tool which is absolutely indispensable to every Jeweller who keeps his stock in good order; and for polishing his small jobbing work, &c. It is compact, occupies little room: the table is entirely of iron, excepting the top and drawer, which are of walnut. Iron work is japanned, and the wheel has a flat surface, with flanges on edge to prevent the belt slipping off. We will supply the table without head, or head separate, or all complete with full complement of polishing buffs, brushes &c., with rouge and tripoli neatly done up in boxes. Full particulars upon application.



This tool comprises:—

Frame & Die	1 Roller Abstracter
11 Punches	Wood Stand
10 Stamps	Glass Shade

The punches are made of finest quality of steel wire, carefully straightened and tempered, according to their respective uses, and highly finished, making a complete set of punches for every possible class of watch work requiring punches. Repairers will find it their best friend in doing nice work with rapidity and correctness. The frame is nicely finished, top and bottom nickel plated, japanned in black and ornamented in gold leaf. The whole is mounted on a finished cherry stand, to take in punches when not in use. Glass shade covers all, furnishing an ornament for any watchmaker's bench.

Send for prices and descriptive lists.

Above Cut is one-half size of Tool.

PRICES VERY LOW.

STYLE C.



**Sole Agents for Popular
Nickle Dust Proof
Watch Keys.**

Full stock of Pocket and Bench Keys now on hand, and all orders filled promptly for any quantity and size required. Send for Descriptive Price List and samples.

MANUFACTURERS WHOLESALE AND RETAIL AGENTS FOR CANADA.

FOR

DUNCAN'S EXTRA SOFT EASY FLOWING SILVER SOLDER.

A Solder which every Jeweler has long wished for; it finishes up color of low quality gold so that on cheap goods the mend is not noticeable. On account of its strength a small bit need only be used, so that comparatively little heat is required, and you are always sure of its flowing before the work does. This Solder is composed of four metals, each celebrated for its tenacity, making a mend which can be hammered and bent without cracking. It is put up in small bars, a portion in each box cut up ready for use and a package of prepared flux is packed in every box. Send for sample box with full description.

MANUFACTURING JEWELRY DEPARTMENT.

Manufacturers of Gold Chains, Albert, Long, Opera, Brooch, Leontine, Tassel Chains, Solid and Hollow, in every design and any weight. The manufacture of Medals for societies, fairs, schools, clubs, and other presentation purposes, both in gold and silver, will now receive our special attention, having largely increased our facilities for turning out same. Any class of Jewelry repaired, matched or made to order. Correspondence solicited. Designs and estimates furnished cheerfully for any class of work.

Choice and Elegant New Designs in Band Rings.

Goods sent on selection if desired. Particular care given to filling special orders.

Yours Respectfully,

P. W. ELLIS & CO.

THE TRADER.

TORONTO, ONTARIO, JULY 1880.

Distributed free to every Jeweller and Hardware Merchant in Canada.

Advertising Rates.

Full Page	\$50.00
Half Page	25.00
Quarter Page	12.50

Small Advertisements 5 cents per line.

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All business and editorial communications should be addressed to

THE TRADER PUBLISHING CO.,

Box 1375, Toronto, Ont.

Prospect and Retrospect.

The outlook at the present time is exceedingly favourable. From all parts of Canada farmers report that the crops look well and give promise of another abundant harvest. If this anticipation is realized, and prices are at all up to the average, the country may safely look forward to a large and profitable trade in the fall.

The crop of last year, although abundant, and realizing good prices, did not suffice to pay off the indebtedness of our farmers, although there can be no doubt that it enabled many of them to vastly improve their position. With anything like fair prices, this year ought to see them free of debt, and in many cases with something to the good, a condition of things which must net very favourably upon the mercantile and manufacturing classes. To the merchants, who for the past five or six years have been struggling with the hard times, the present prospect is very encouraging.

With light stocks pretty well paid up, and an experience of financial matters rarely gained in prosperous times, they are now in good shape to take advantage of the new era which seems about to open upon the country. The only fear is, that they may forget the lesson of the past and on account of the superabundance of money, be tempted to rush into speculations outside of their legitimate business, which may carry them beyond their depth. The history of all commercial countries shows that periods of commercial depression and prosperity follow each other as surely as the day succeeds the

night, the one being the certain result of the other, and produced by causes which have in them no elements of chance.

In this connection the address of Mr. George Hague, late Manager of the Bank of Toronto, but now General Manager of the Merchants Bank of Montreal, is very much to the point.

Mr. Hague has for years held an important position in one of our largest banking institutions, and has devoted much time and study to questions of finance; his utterances therefore upon such a subject are characterised by thorough research into the cause and effect, and a maturity and vigour of judgment that have made for him a reputation which is recognized throughout the Dominion.

The occasion of the speech was the annual meeting of the shareholders of the Bank of which he is Manager, and we append below the portion of it which bears upon the general prosperity of the country.

"I will begin my remarks by asking your attention to the condition of banks in general, and this Bank in particular, in the year 1871, that was the culminating point of many previous years of a parent prosperity and of real expansion of business. The trade of Canada had been constantly growing, and the business of the banks steadily increasing. The discounts, which should under ordinary circumstances be a fair index to the trading operations of the country, had increased from 86 millions in 1871, until they reached 136 millions in 1874. The capital of the banks during the same period had been increased from thirty-eight millions to sixty-one millions. The bank circulation was \$30,000,000; it is now only 17,500,000. The deposits were \$75,000,000.

These years of expansion in banking operation were years of great apparent profits. Not only were the discounts exceptionally high and transactions very large, but the rate of money and it was paid cheerfully was fully one fourth more than it is now. Consequently banking profits were large, that is supposing transactions to be good in themselves, and that the interest accruing on discounts was not only earned but paid. And at that time there seemed no reason why it should not be.

During those years, there were, of course, a certain number of mercantile failures, but both in number and amount they were comparatively trifling. The total amount then ranged from five to seven millions annually, while the total

discounts of the banks ranged from 100 to 130 millions. Towards the end of 1874, however, the signs of a coming change were perceptible in an excessive tightness of money, great difficulty in making payments and constant applications for renewal of paper. These symptoms were the prelude to a series of years of continuous depression which was shown in a steady reduction in the volume of bank discounts, (they are now only about \$95,000,000) in a steady falling off of profits, and in a sudden and unprecedented number of failures.

Whereas in the years previous to 1875, the total amount of failures was between five and seven millions, in 1875 the total rose to twenty-one millions. Thus, while the discounts of the banks and their profits were being reduced, failures were multiplied fourfold. And the ratio, instead of being seven millions of failures to 130 millions of discounts, was now twenty-nine millions of failures to 120 millions of discounts.

You will ask, what is the relation between these things? Why do I compare the two? The answer is that in a majority of instances the liabilities of insolvents are included within the circle of bank loans or discounts. A large number of those who fail are directly indebted to the banks, and a majority of the rest, if they do not deal directly with banks, give promissory notes or acceptances to men who do. When, therefore, bankers find that in the community to whom they lend money there is an increase of failures to a fourfold extent, it is a matter of absolute certainty that their losses must show considerable increase.

But the year 1875 was not alone in its excessive volume of insolvency and disaster. This state of things continued year after year, and has continued nearly down to the present. The failures of 1876, amounted to \$25,000,000, of 1877 to \$25,500,000, and of 1878 to \$21,000,000. But the insolvencies of 1879 reached the enormous sum of \$29,350,000.

Now I must ask your attention again to the ratio between the failures and the total of bank discounts. You will appreciate the difference between the position five years ago, and that presented to the close of 1879, by remembering that the failures in 1871 were to the discounts as 7,000,000 to 130,000,000, or about 1 in 18, while last year they were as 29,000,000 to 100,000,000, or nearly 1 in 3.

Now, gentlemen, this is the condition of things in which all the banks in Canada have had to conduct their business during the last five years, with failures four-fold more than any that had occurred previously, with a constantly diminishing volume of sound and legitimate business, and yet with a necessity of paying dividends upon a capital which had in times of previous inflation been increased out of all proportion to the requirements of legitimate business.

Looking back a few years previously to 1875, we find the capital of the banks to have been only 37½ millions. During the next four years, stimulated by the large profits that were apparently being realized, the capital of the banks had been constantly increased until it touched 62 millions. This capital was based upon the highest point of inflation reached by the country and the banks, and there was a constant necessity of earning dividends upon it during years of steadily decreasing business.

I ask you, in view of all that has been stated whether it is a matter of surprise that the last four years has been a period of exceptionally heavy losses. It could not indeed have been otherwise unless banks had withdrawn almost entirely from the circle of business operations.

It is a matter of common notoriety that commercial disasters have fallen more heavily upon this city and Province than upon the Province of Ontario during the last five years. During a former period the reverse was the case. Between 1856 and 1870 there was a constant succession of disasters to the banking interest of Ontario. Almost every bank that had its headquarters in Western Canada passed out of existence. The bank of Upper Canada failed so disastrously that its stockholders lost everything, and it is a question to this day whether the creditors have all been paid. The Commercial Bank closed its doors after a long struggle, and its business finally passed into the hands of this Bank, which paid all its debts and gave to the stockholders 33½ per cent of their capital, an amount, let me say, far beyond what it was worth. The Gore Bank passed out of existence and became merged in the Bank of Commerce. The Niagara District Bank also ceased to exist, and has merged in the Imperial Bank.

Previous to 1875, the spirit of speculation was rampant in this city, and number of joint stock enterprises, manufac-

turing, mining, lumbering, &c., were started. Speculation in real estate assumed enormous proportions, and presented the same features that the real estate mania had done in previous years in Ontario. The lumber and timber interests had been also remarkably prosperous, and a strong spirit of speculation and inflation pervaded these industries. Thus it came about that in this Province the largest measure of expansion and undue enlargement of credit took place.

The reaction has been the severest where the inflation was the highest. In some instances, as you are aware, the disasters suffered by the banks culminated in the shutting of their doors; and in three instances in their being obliged to go into liquidation. There was, I regret to say, a very general departure from the sound rules, the fruit of long-established experience, by which alone banking can be safely conducted. There prevailed an injudicious style of lending and discounting, loaning on insufficient security, and sometimes on no security at all.

If, as is my hope (and I must confess there is reason for the hope), the times have taken that kind of turn for the better which is the commencement of a series of years of soundness and reasonable prosperity, this Bank can scarcely fail to participate in the better state of things that will then be prevalent. We have all learned very severe lessons, and have been led to see that the wisest course after all is to adhere to sound, well-established principles which are the fruit of experience.

We have learned that caution and prudence are the most valuable qualities that bankers can possess; that it is better to pass business by than to incur unreasonable risks; and better to keep our money locked up in the safe, or employed on undeniable security at a low rate of interest, than to trust it with men of large ambition and small capital, who are ready to borrow immense sums on slender security."

Commercial Travellers Licenses.

A new Solomon has arisen, another Daniel come to judgment. This time the aspirant for legislative fame hails from the county of Simcoe, Ont., and takes for his theme the licensing of Commercial Travellers as the panacea for all the ills that our Country Merchants are heir to.

This Canadian Solomon has conceived the idea that Commercial Travellers are

a nuisance, that in their peregrinations through the country, they play the deuce with our innocent and unsuspecting merchants and are the cause of most of the failures amongst them. It is certainly too bad that this state of affairs should have been allowed to continue so long and that the mercantile lambs should have been so long exposed to the assaults of these travelling wolves. This is certainly protection with a vengeance, but we doubt very much whether the merchants in his county will thank this would be legislator for the estimate he has set upon their business ability.

He says his clerk has found in his researches that the City of St. John has put such a law in force. While this is no doubt an historical fact, it doesn't say much much for the citizens of St. John's, who are about as narrow-minded and illiberal a lot as Canada can produce. If the County of Simcoe wants to advance its own interest we don't think it will be by following in the footsteps of that benighted city by the sea, and passing a law that their most intelligent merchants are ashamed of.

If the merchants of the County of Simcoe have to be curbed such mercantile leading strings, it is high time they went out of the business and gave way for a younger and more advanced class of men.

But we think that when the question comes to be voted upon it will be found that this protectionist rascal, has got ahead (or behind rather) of his compatriots and that they will fail to see things in the same light as he does.

In order that we may not be thought to be misrepresenting this gentleman, We give below an extract from his address.

"Gentlemen,—Your Clerk has brought under my notice the advisability of including in your By-law, granting licenses to auctioneers, hawkers, and pedlars, the name of commercial travellers. This branch of the commercial itinerancy is fast becoming a nuisance; and to their forced sales to country merchants many of the failures among that class may justly be attributed. It has been a question of doubt whether municipal bodies had the power of imposing a license on them, but your Clerk has shown me, by the public press (The Globe), that the City of St. John, New Brunswick, has raised the license to \$75 per annum, and a fine of \$100 for any following the calling without such license. If the Council have not the power of passing By-laws for the

regulating and licensing of this class of people, it would probably be desirable that a memorial shall be presented to the Local Legislature, praying that such amendment may be made to the Municipal Acts as would empower Municipal Councils to pass such By-laws."

Selected Matter.

The Exact Time.

Few people, except philosophers who hold that time and space are merely categories, are aware that a knowledge of "the exact time," for which enquiry is often made, is unattainable. There are no clocks or watches which tell the precise truth. Even the time-ball which is dropped by electricity is always a few seconds fast or slow. One watch or clock may be worse than another, but the time-piece that gives us the exact time has yet to be made.

If this fact were to be generally accepted, a vast deal of anxiety and unhappiness would be saved. As it is, every man who has what he calls a good watch puts implicit faith in it, and as he is constantly betrayed he suffers great mental agony. There is something very remarkable about the fascination which watches exert over their owners. A man who prides himself on his watch identifies himself with it. If he undertakes to tell a friend the time, instead of saying, "It is half-past 12 by my watch," he remarks, "I am half past 12." The watch becomes a part of himself, and he watches its wheels and springs with the same tender care with which he watches his private liver and lungs.

Of course the victim of a "good watch" never admits that it can be wrong. It is always the other watches and clock that are wrong. None of them ever agree precisely with his watch, except by accident. When, after remarking, "I don't vary a quarter of a second in six months," he draws out his watch and finds that it differs some seconds or minutes from the watch with which he compares, he boldly asserts that the latter is wrong. There are men who have, in the course of a single day, compared their infallible watches with the time-ball, the City Hall clock, the clock of Trinity Church, and a dozen less notorious time-pieces, and unhesitatingly pronounced every one of them to be wrong. No argument can move such men. The infallibility of their watches

is the firmest article of their faith, and they would go to the stake sooner than admit that they could be mistaken.

Meanwhile, every man, in his own breast, doubts his own watch. He gives an intellectual assent to the doctrine that his watch is infallible, but in the silence of the night he confesses to himself that perhaps it needs regulating. The conduct of all men proves that they are unwilling to risk anything of consequence upon the accuracy of their watches. They profess to believe that "railroad time" is much faster than other time, and hence when they are about to take a train they make it a point to arrive at the station at least five minutes earlier than would be necessary were their watches infallible. This is a practical proof of their secret conviction that watches are not infallible, and though they would die sooner than admit the fact, this conviction renders their lives miserable.

There have been men who have become so infatuated with the desire to have the exact time that they have placed clocks in every room in the house, and give their whole energies to securing concord between them. The result has been uniformly failure and misery. No two clocks can ever be made to perfectly agree; and when the number is increased the confusion and discord increase in geometrical ratio. An estimable citizen of this city some time since provided himself with thirteen distinct clocks, all of which he attempted to keep in perfect agreement with his watch. He spent his whole time in going from one to another, putting this one forward and putting that one backward. Every day at 12 o'clock he found that each clock gave him an independent estimate of the time, and all his exertions only succeeded in making their estimate diverge more widely from the other. It is now three months since he was removed to the lunatic asylum, where he imagines that he is an English chronometer, and daily tries to wind himself up with a latch key.

The only men who really enjoy life are those who carry cheap silver watches, warranted never to tell the exact time. He who owns a watch of this kind always assumes that it is five minutes out of the way, and takes his measure accordingly. He does not attempt to delude himself with the belief that railway time differs from all other time, but by frankly assuming that his watch is untrustworthy, he arrives at the station at the same moment

as the man with the infallible watch who believes in the myth of railway time. He never is betrayed through boasting of the accuracy of his watch, and is not compelled to indulge in wholesale attacks on the veracity of all other time-pieces. The only danger to which he is exposed is that his watch may occasionally keep altogether too accurate time, thus rendering unnecessary the five minutes' allowance he habitually makes when keeping an appointment or travelling. In these circumstances the best thing to do is to dip the watch into a bowl of water. This seldom fails to induce it to resume its customary irregularities, and to wipe from it the reproach of suspected accuracy. Much good may also be done by occasionally moving the regulator over the entire arc from "slow" to "fast." In fact with a very little effort, the cheap silver watch can be made to run as it was designed to run, and its owner can thus secure himself against the misery of having the exact time. — *L.C.*

Money in an Assignee's Hands.

It is pretty generally understood that an Assignee of an insolvent estate is bound under the terms of the Act to deposit in some bank the funds of such estate, to the joint credit of himself and the inspectors. It is further provided that no money shall be drawn by him from such account, unless by a cheque countersigned by an inspector. It has been a moot question for some time whether banks in which money of insolvent estates was deposited, were bound to see whether any inspectors had been appointed, and, if so, to insist upon all cheques being countersigned by them. Some bankers have insisted on all cheques being countersigned; while others have paid the Assignee's cheques without question. The point does not appear to have risen for decision in any case in the Province until now, and it has just been decided by the Court of Common Pleas in the suit of *Clench vs. the Consolidated Bank*. The case arose out of the insolvency of J. D. Gillette, late of St. Catharines. Mr. Gillette's estate was James McElwaine, who deposited certain notes with the bank for collection, which, when collected, were passed to the credit of his account as assignee of the estate, and afterwards transferred by a cheque signed by him as assignee, to his own personal credit, and then withdrawn. Inspectors to the estate had been

appointed, but the bank had not been notified of such appointment. The suit was brought by an assignee subsequently appointed, Mr. McEdwards having absconded, to recover from the bank the amount so withdrawn. It was held by the Court that the bank was not only justified in what they did, but were bound to pay the money on the cheques of the assignee. The judges held that a banker is not discharged from his obligation to honor the cheques of his customer by the mere fact that, under the circumstances, he has reason to suspect that a breach of trust is contemplated. In fact, the Court holds that, so long as a cheque is signed by the party in whose name the account stands, the bank is bound to honour it without enquiry, even though the circumstances under which it is given lead to a suspicion of wrong doing.

NOTES.

A PORTER at the Toronto post office, named Edwin Meagher, stole 28 letters from the office, and has been sent to the penitentiary for three years.

At a meeting of the Plated Ware Association held in New York June 17th, it was resolved to continue the present current prices and discounts during the coming Fall season.

A party of New Haven jewelers out sailing on the Sound are reported to have seen a sea serpent gamboling in the sun. This proves that Connecticut whiskey is quite as demoralizing as that made in New Jersey.

JAMES BUNTIN BOYD, of the firm of Hodgson & Boyd of this city, died last month. Mr. Boyd was a very pushing and energetic business man, and will be much missed by a large circle of acquaintances.

OUR old friend A. W. Gage, so long known on the road as Mr. R. Wilkes' old and reliable traveller has again gone into active business. He has been admitted into the partnership with Mr. Thos. Mitchell, wholesale wooden ware and fancy goods, under the style of Mitchell & Gage. We wish him success in his new venture.

WE understand that Mr. Harry Collins, who has for the past eight years been connected with the firm of W. H. Sparrow & Co., intends going into the house furnishing business on his own account in this city. He has secured a fine sale room on Yonge Street, near King, and will, no doubt, be able to do a large and paying business. Mr. Collins has the best wishes of all his friends and acquaintances.

MESSRS. A. C. ANDERSON & Co., of Hamilton, wholesale dealers in Watch Material, Tools, &c., have, on account of increased business, been compelled to remove to larger premises. They are well known throughout the country as honest and obliging traders, and deserve the success they have attained. Their new premises are large and commodious, and their stock in their special lines will be found well assorted.

MESSRS. J. Blair & Co., hardware dealers in Walkerton, are in difficulty. Mr. Broedelbank,

one of the firm, was at one time a well-to-do farmer, but got into difficulties through his brother's failure. Blair is said to have put the little property he had out of his hands some time ago. The liabilities are \$4,000, assets nominally nearly double that sum. The firm has assigned to the Merchants' Bank in trust.

A TON of gold or silver contains 20,166.66 ounces. A ton of gold is worth \$602,875. A ton of silver, at the present rate per ounce, is worth about \$32,000. A cubic foot of gold weighs 1,200 pounds, and is worth nearly \$300,000. A cubic foot of silver weighs 600 pounds, and is worth about \$10,000. The value of gold coin, bars and bullion in circulation in the world is estimated at \$3,500,000,000. This would make in a mass a twenty-five foot cube.

THE "Canada Shipping Company" has made another addition to its fleet of steamers running between Montreal and Liverpool, known as the "Beaver Line." The new steamer, the "Lake Manitoba," is specially fitted up for the emigrant service, having comfortable accommodation for 900 emigrants; she has also a carrying capacity for 600 head of cattle, and advantage has been taken of all the latest improvements in her build and equipment.

MESSRS. Wm. Hewitt & Co., hardware dealers, of this city, who assigned in the winter of 1879 and afterwards compromised on liabilities of \$50,000 at 60c., payable in 6, 10, 18, and 22 months, have failed to meet the third payment, and have assigned to Mr. Wm. Thomson, who is taking stock and preparing a statement for a creditors' meeting to be held shortly. Amongst their assets is some real estate which the firm was unable to sell, and which is said to be the main cause of their present trouble.

FOR some years past, says a Halifax telegram, ever since the discovery of the famous nugget of gold at the Tangier washings, in Halifax County, efforts have been made to discover the lead from which the nugget came. Charles Barton has at last opened a rich-looking lead in the vicinity of the washings, which shows gold in remarkable quantities. Half-a-ton of quartz has been raised, from which a small lot—at least four or five ounces—of precious metal will be realized. Extensive works are contemplated.

W. R. TUDHOPE & Co., who were formerly in the hardware trade in Orillia, and failed, and paid $\frac{1}{2}$ of their liabilities. Afterwards one of the firm went into the drug business along with one Hunter, and this firm in a short time asked and obtained an extension of time for six months. They now write their creditors that they are unable to pay their debts, and propose to trustee their property for the purpose of winding up the business and paying what can be realized. Their liabilities are \$3,270, and assets are valued at \$2,400.

MR. JOSEPH ROBINSON, so long and favorably known in connection with the Sheffield house of this city, has retired from active business, and will be succeeded by his sons, Thomas and Charles E., under the style of Robinson Bros. The Messrs. Robinson carried on the business with their father and have been in his employ ever since they left college; they therefore commence a career with everything in their favor and should be able to maintain the high reputation of the old house. Mr. Charles E. Robinson leaves for Europe in a few days to select novelties for their fall trade.

PRIZE CUPS.—The contract for the sterling silver prize cups for the coming regatta of the Canadian National Association of Amateur Oarsmen, has been awarded to Messrs. Zimmerman, McNaught & Co., of this city, the designs submitted by them being considered by far the finest and best finished of any of the competitors tendering. The large prize cup, valued at \$500, is intended for the four oared shell race, and the smaller one, valued \$250, for the single scull shell race. Both designs are of a National as well as an aquatic character, and are beautiful specimens of the perfection which the modern silversmith's art has attained. Messrs. Zimmerman, McNaught & Co. are also furnishing for the regatta a large number of racing cups in electro silver plate, all of them of elegant design.

MERCHANTS have a new ground of complaint. It seems that a memorandum has been issued from the Customs Department at Ottawa compelling importers of goods from foreign countries to produce with their invoices a consular certificate to show that the goods have been purchased at the depreciated currency of the country from which they have been shipped. Mr. D. A. Ansell, a Conservative of some prominence, writes to the *Herald* of Saturday morning showing the law to be arbitrary, because it operates without any notice, and is productive of inconvenience, because in many ports a British Consul is a scarce article, and finally a useless law, because the banks of the Dominion which issue letters of credit are really the best authorities as to the value of the depreciated currency in foreign States. Altogether the law or memorandum is considered detrimental to importers, already heavily enough handicapped.

WE are glad to learn that Messrs. P. W. Ellis & Co. have largely extended their business facilities, by their removal to the handsome new building No. 32 King St. East, where they have spared no expense in fitting up the most complete watch tool and material supplies department in the country, with every requisite for the display of goods and convenience of buyers. Their stock is unusually complete, with all the latest improved appliances in watch machinery. Messrs. P. W. Ellis & Co. now occupy the foremost position in this line, earned by keeping a stock of none but best quality of goods. In the rear on same flat with their offices and sales-room their factory is situated. Here they have largely extended their manufacturing facilities with a view to keeping pace with their growing business. Judging from the busy appearance of their factory, their goods seem to be in large demand. They are busily engaged in the production of new and elegant designs in band and signet rings, gold chains, setts, &c., for fall trade. We bespeak for them continued prosperity in their new business home.

Business Changes.

James Blair & Co., hardware, Walkerton, assigned in trust; McKeand & Clarke, hardware Hamilton, dissolved, J. C. McKeand continues; Wood & Broderick, crockery, St. Thomas, selling out, A. P. Stewart, jeweler, St. Thomas, removed to Aylmer, Thomas Crispin, hardware and tin, has moved to Guelph; John W. Coy, hardware, St. Catharines, stock to be sold by

auction R. H. Walker, jeweller Tara, gone out of business. Joseph Robinson & Co. jewelers Toronto. Joseph Robinson retires style now Robinson & Bro. Wm Hewitt & Co. hardware, Toronto, assigned in trust to Wm Thompson. J. E. Cooper & Co. hardware and tins. West Lynne, Man. dissolved. E. J. Hall jeweller Woodstock, removed to the U. S. Crosby & Ryerson hardware Yarmouth, N. S. have sold out to Evans & McQuillan. J. K. Stephenson hardware Bralford, sold his stock by auction. Alex Campbell, jeweler, Hamilton dead. W. D. McGloghlin, jeweler, London, about removing to Windsor. Wm Ruby, jeweler business now in the hands of W. H. Davy. W. H. Craddock hardware, Essex Centre, advertised to sell out. J. & A. Buchanan, tins, Ingersoll dissolved. Alex Buchanan continues. A. S. Murray & Co. jewelers, London, dissolved. Chas. N. Pratt retires. Lee Bros. tins, &c. Galt, have sold out to J. & A. Quirk. Thos. Mitchell Hamilton has admitted A. W. Gage, style now Mitchell & Gage. Breeze & Hutchinson tin, Peterboro dissolved. Geo. Hutchinson continues. McNeese & Dog hardware, Tottenham, dissolved. Thos. L. McNeese continues.

S. J. SARGANT,

MANUFACTURER OF

MASONIC

AND

SOCIETY REGALIA,

JEWELS, &C., &C.

A. O. U. W.

BADGES.

SEND FOR PRICE LIST.

Box 1152, Toronto.

GORHAM MFG CO.,

UNION SQUARE, NEW YORK,

Manufacturers of the finest line of

SOLID SILVER, Flat AND HOLLOW WARE

in the world. Guaranteed standard quality 927 1/2, 1000 fine. Jewellers wanting Solid Silver Tea or Coffee Sets, Urns, Vases, Epergnes, Buckets, &c., or cased goods of any description for presentations, can have photographs of these manufactures forwarded to them by express, by applying to the Company's Wholesale Agents,

Zimmerman, McNaught & Co.,

**56 YONGE STREET,
TORONTO.**

FOR SALE!

Nickle Show Cases!

ALMOST NEW, MADE BY MILLICHAMP

Ten feet long; 24 inches wide; 7 inches in height; square front; opens from the top; made for a Druggist. Suitable for a Druggist, Stationer, Jeweller or Hardware Merchant.

PRICE, \$30.00 CASH.

CAN BE SEEN AT 56 YONGE ST.

ZIMMERMAN, McNAUGHT & Co.

T. WHITE & SON

Manufacturing Jewelers,

—AND—

LAPIDARIES,

**12 MELINDA ST.,
TORONTO.**

Canadian Agates,

Amethysts, &c.,

Polished and Mounted for the trade. Storekeepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones,

Imitations,

Locket Glasses,

&c., &c.

Unsurpassed in the Dominion.

GEO. E. COOPER,

Ornamental & General Engraver

31 KING STREET EAST,

TORONTO, - - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

INSTRUCTION GIVEN.

SPRING GOODS,

JUST ARRIVED!

Silver Snake Bracelets, 1 to 6 Coil,
Jet Balls and Necklets.

AMERICAN JEWELRY.

All the new designs and novelties brought out this season.

ZIMMERMAN, McNAUGHT & Co.

David Wilson,

Ornamental & General Engraver,

7 1/2 KING STREET EAST,

TORONTO.

CRESTS, CYPHERS, MONOGRAMS,

And Inscriptions of all kinds of Silverware, etc., etc.

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

1,000

Best Watchmakers'

TAGS!

Sent to any address, post-paid on receipt of

90 CENTS.

LONDON CARD COMPANY,

LONDON - - - ONT.

FOR SALE!

EBONY & SILVER SHOW CASE,

ALMOST NEW, MADE BY MILLICHAMP.

Length, 10 feet; width, 30 inches; height, 4 feet 6 inches; fancy scroll work and silvered sign on top; opens at the back, doors lined with the best quality mirror plate, has one shelf, supported by silver plated brackets. One of the handsomest show cases ever made in Canada, suitable for a first class jewellery business.

PRICE \$100.00 CASH.

Can be seen at

56 YONGE ST.

ZIMMERMAN McNAUGHT & Co.

PRESENTATION

Walking Canes!

WITH

Gold and Silver Heads

AND

EBONY STICKS.

A LARGE ASSORTMENT

Of these Goods just to hand. Assorted sizes and prices.

ZIMMERMAN, McNAUGHT & Co.

TORONTO.

ROGERS, SMITH & COMPANY,

WEST MERIDEN, CONN., U. S.,

MANUFACTURERS OF THE FINEST QUALITY OF

SILVER-PLATED WARE,

Spoons, Forks, Table Cutlery, Dessert Sets,

Entre Dishes, Epergnes, Castors, Cake Baskets,

Ice Water Sets, Tea and Coffee Urns, Salvers, Communion,
Ware, &c, &c.,

A SPECIALTY IS MADE OF

PORCELAIN-LINED ICE PITCHERS,

Which are valued for retaining the Purity and Coolness of Water, as well as for Durability, Cleanliness and Chemical Excellence of their Interior Surface. The Porcelain is Enameled on Hard Metal, and cannot be broken or cracked by rough usage.

We take much pleasure in referring to the reputation we have many years maintained for manufacturing

SPOONS AND FORKS

BEARING THE TRADE MARK,

"1847. ROGERS BROS. A 1."

Particular attention is invited to our Patented Process of Electro-Plating Spoons and Forks, by which the parts most exposed to wear receive an EXTRA COAT OF SILVER. This feature renders these goods more economical and durable than those of any other manufacture, while the increased cost is relatively small. This method of plating we apply to the 4, 8 and 12 oz. plate, as required. All Spoons and Forks of the plated are stamped "1847—ROGERS BROS.—XII," and are the best in the market.

PRIZE CUPS

—FOR—

REGATTAS,

RIFLE MATCHES

—AND—

ATHLETIC GAMES

of all kinds.

THE LARGEST AND BEST ASSORTED STOCK IN CANADA.

Deserts and Prices furnished on application

ZIMMERMAN, McNAUGHT & Co

56 YONGE ST., TORONTO.

A.C. ANDERSON & Co.,

WHOLESALE JEWELERS,

have removed to

No. 6, John St. North, Hamilton.

SPECIALTIES

AMERICAN

Rolled Plate Jewelry,

WATCH MATERIALS & TOOLS.

Trade Work Attended to Promptly.

E. & A. GUNTHER,

TORONTO,

Importers of

CLOCKS,

REGULATORS,

WATCHES,

SPECTACLES,

JEWELLERY, &c, &c.

WATCH MATERIAL, WATCH GLASSES,

—AND—

TOOLS A SPECIALITY.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

TORONTO, AUGUST, 1880.

FINEST QUALITY OF PLATED WARE,

MANUFACTURED BY

ROGERS, SMITH AND CO.,
WEST MERIDEN, CONN., U. S.

Messrs. Zimmerman, McNaught & Co. have pleasure in informing the trade that they have been appointed sole wholesale Canadian agents for the celebrated manufactures of Messrs. Rogers, Smith & Co., of West Meriden, Conn. These goods have been tested by consumers for more than a quarter of a century, and their reputation is so thoroughly established throughout the United States and Canada, that anything we might say about them would appear superfluous. We propose keeping constantly on hand a full stock of HOLLOW WARE, of their manufacture, consisting of

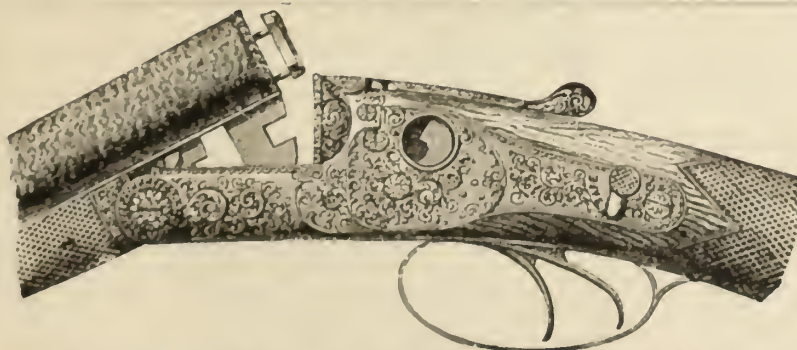
Cruets, Butter Coolers, Cake Baskets, Card Stands, Berry Bowls, Water Pitchers, Epergnes, Tea and Coffee Setts, Urns, Children's Cups, Communion Ware, &c., &c.,

and our customers can always rely on having their orders promptly filled and getting the best value for their money. We have always made it a principle to sell no goods that we can not fully guarantee, and in offering the Rogers, Smith & Co's goods to the Canadian trade, we feel satisfied that they will meet every requirement. We shall be pleased to have our friends call and inspect our new fall stock. It will pay them. New illustrated catalogues now ready, and will be sent to the trade on application.

ZIMMERMAN, McNAUGHT & CO.,

SOLE WHOLESALE AGENTS FOR CANADA,

56 YONGE STREET, - - - TORONTO.



W. M. COOPER,

MANUFACTURERS' AGENT,

DEALER IN RIFLES, GUNS & SPORTING GOODS

23 Front Street West, - TORONTO.

I have pleasure in informing the Trade that my stock of Sporting Guns and Material is now complete, and that I am in a position to offer the Goods manufactured by the very best English makers, which will give entire satisfaction to the purchaser, and fully sustain the well earned reputation of the Manufacturer. The Guns are imported under my own special supervision and close inspection, and from a life long experience, the public may rely on obtaining first class goods only, as I shall offer no other for sale. The stock kept by me will always be found to consist of good serviceable Guns, at close figures, and comprises at present Single and Double Barrel Muzzle and Breech Loaders, 10 and 12 gauge, of various actions, also Hammerless Guns, with the Deley & Anson action. A large assortment of Gun Implements and Ammunition kept constantly on hand. New Illustrated Catalogue just issued, giving full particulars of style and price, sent free on application.

W. M. COOPER, Canadian Agent for W. W. GREENER, Birmingham, W & C SCOTT & SONS, Birmingham, GEORGE GIBB, Bristol, WILLIAMS & POWELL, Liverpool, THOMAS TURNER, Birmingham.

P. W. ELLIS & CO.,

P. W. ELLIS.

M. C. ELLIS.

No. 31 KING STREET EAST, - - - TORONTO.

IMPORTERS AND JOBBERS.

WATCHMAKER'S AND JEWELER'S TOOLS, MATERIALS, LATHES AND
GENERAL SUPPLIES.

Diamonds, Real and Imitation Stones.

SOLE AGENTS PATENT NICKLE DUST PROOF WATCH KEYS.

These Keys have now become so deservedly popular that no Watchmaker can do without them in stock. They are the best and most serviceable Key ever introduced.



C.



NEW GEM KEY.

The neatest and best chain Key yet introduced. Swivel Top. Very strong and convenient.

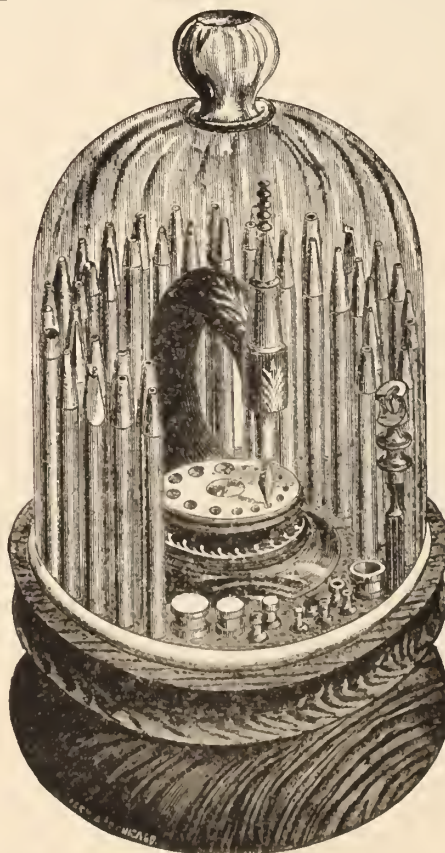


A.

Manufacturers have largely increased their facilities, so now we shall be able to keep pace with orders. All back orders filled immediately.

Complete Lists and Advertising Blotters Supplied.

We shall continue to offer new patterns in all our regular lines of Jewelry for the coming fall trade. Will show full lines of 14 Kt. and 10 Kt. Chains, quality of which is fully guaranteed as represented. 15 Kt. sets Brooches and Earrings. New lines in Band Rings, Signet and Fancy. Diamonds in single and matched pairs, mounted or unmounted. Our terms and prices will be found most advantageous.



HALL'S STAKING TOOL.

SEND FOR DESCRIPTIVE CIRCULAR.

Selling fast and giving good Satisfaction.

We shall show early next month a fine line of new Watchmaker's Foot Lathes, much superior to American and half the cost. New Universal Tools, Rounding Machines, Screw Head Tools, Polishing Lathes, all on new and improved systems. Silk Alberts, Guards, Steel and Nickle Chains, &c., &c. Our assortment will be the largest and most complete in every line. We invite the inspection of the trade visiting Toronto during the Exhibition in September.

DUNCAN'S Extra Soft Easy Flowing Silver Solder. Selling fast and giving good satisfaction. Send for Sample Box and Circular. Goods sent on selection if desired. Particular care given to filling Special Orders.

THE TRADER.

TORONTO, ONTARIO, AUGUST, 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada

Advertising Rates.

Full Page, - - -	\$20 00	each issue.
Half Page, - - -	12 00	"
Quarter Page, - - -	8 00	"
Small Advertisements, 8 cents per line.		

A Discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

Box 1325, Toronto, Ont.

The Outlook.

The crop report from all parts of the country are exceptionally good, and everything betokens a thorough and permanent revival of business in the near future. This being the case, our merchants may fully expect a largely increased trade for the balance of the year, and should lose no time in making adequate preparations to supply the demand which is certain to follow as soon as the harvest is realized on. As a general rule stocks are low, and accounts pretty well paid up, a very good position for our merchants to be in. While we do not advise overstocking, still we think that many may err in buying less stock than their requirements really demand, and in that way many sales are lost that might otherwise be secured. As a rule the merchants who have their stocks well assorted are the ones who do the trade; it may be well enough in theory to attempt to run a business on samples, but experience shows that very few customers are so obliging as to wait till the goods can be obtained from the wholesale dealer, especially if there is any other person in the place having them for sale. In view of the increased trade which our merchants may certainly expect in a few weeks we think they will be fully justified in ordering freely of salable goods.

The Watch Controversy.

For some weeks past quite a fierce battle has been raging in the columns of one of our city dailies, as to the relative merits of the American Waltham

over the English Russell watch, the strife originating on account of the publication by the former of the official report of the judges at the late Sydney Exhibition. The main features of this report we published in our June number, so that our readers are well enough informed as to its tenor. The Canadian manager of Russells (Mr. Cuthbert) seems to have taken umbrage at this method of advertising, and has in a series of letter advertisements endeavored not only to belittle the manufacturers of the Waltham Company, but also to villify their actions throughout the whole affair. If Mr. Cuthbert is to be believed, the Waltham Watch Company were base enough to put up a job on the Russells, by inducing the Colonial agent of the latter to send to the Sydney Exhibition for competition, without the knowledge or consent of his principals, watches of the Russell make which were inferior in finish and time keeping qualities to the goods they usually place upon the market. Not only this, but we would also glean from Mr. Cuthbert's letters that the Waltham Company kept up their national instincts by buying up the judges, and corrupting Mr. Russell, the Government Astronomer Royal, who made the time test upon the watches. From Mr. Cuthbert's letters it would also appear that the judges were a set of incompetents who knew nothing about either the history of watches in general, or the merits of the samples placed before them for their inspection and judgment.

Taking Mr. Cuthbert's letters altogether, they form a very strong indictment against a company which has always had the name of being straightforward and honorable in their business dealings; and as the question of their action is one which affects the whole trade of Canada, we propose to examine it carefully and see if there is really any foundation for these charges.

First, then, as to the watches being exhibited without their knowledge or consent. In proof of this Mr. Cuthbert publishes a cablegram from himself to Russells, of Liverpool, asking if they exhibited any of their watches at the Sydney Exhibition, and their reply, that they did not. Now we do not doubt the truth of these cablegrams in the least, but it appears to us that Mr. C. has been setting up a man of straw in order to show his dexterity in knocking him down. To our mind

such a question has nothing to do with the subject, and it is a matter of perfect indifference whether it be answered in the negative or affirmative. The real question at issue is, *were the watches exhibited, Russell watches, and if so, were they fair specimens of that firm's manufactures?* Mr. Jacob, the gentleman who entered them, appears also to have entered watches manufactured by one or two other firms, and it is highly improbable that being the N. S. W. agent for the Russell watch he would deliberately spoil his own trade by putting on exhibition watches that he knew to be of inferior workmanship and unlikely to take a prize. The likelihood is, that being interested in the sale of these goods he sent the very best samples he had, and that they were as good as the stock usually manufactured by the Russells. The only guarantee the public can have is the reputation of the manufacturer, and no manufacturer should ever allow his name to go on any article which does not fully come up to the required standard of excellence. In all such cases he is justly held responsible for its defects. Now in this case unless the Russells can clearly prove that the watches were *imitations* of their make, or that their N. S. W. agent deliberately tampered with them so as to spoil their chance of taking a prize, they must be answerable for the defects of the exhibits bearing their name and warranted by their trade mark. It is hardly likely that they were forgeries of the Messrs. Russell's manufactures, and just about as unlikely that their local agent tampered with them, for as we have shown above, such a course was clearly against his own interest. The contention which Mr. Cuthbert seeks to establish, that the Waltham exhibit was gotten up especially with a view of securing the first prize at the exhibition, seems almost absurd in view of the fact that the company have no time to prepare such an exhibit, as they are a long way behind with their orders, and have been so for more than a year past. As a matter of fact we know that the watches were selected at haphazard out of the ordinary stock of the Waltham Company, for the reasons that they had no time to prepare a special exhibit, and that they were perfectly satisfied with the superiority of their goods and the reliability of their trade mark.

In reference to Mr. Cuthbert's charge that the judges were ignorant of the science and history of Horology, and therefore incapable of giving a just and intelligent decision, we have nothing further to say than that the names of the judges, if nothing else, ought to be a sufficient guarantee as to their fitness for the position assigned to them. No other competitor that we know of has seen fit to call their knowledge or ability in question, and with all deference to Mr. Cuthbert and a profound reverence for his opinions, we may be pardoned if we still adhere to the opinion that the judges at the Sydney Exhibition were as conversant with the horological science and as able to give an opinion upon the relative merit of the exhibits placed before them, as Mr. Cuthbert could possibly be should he ever have the honor to occupy a similar position. In the absence of any direct and positive proof, we decline to take the assertion of any disappointed competitor, as to their incompetency. The insinuations that the judges were bought up and that the whole show was run in the interest of the Waltham Company, is so absurd as to need no refutation on our part; their names are a complete reply to an insinuation, which has evidently been inspired by want of success. Even if the judges had been of the kind that were open to pecuniary argument, we have a high enough opinion of the Waltham Company to think them incapable of such an action. Mr. Manson, their representative at Sydney, is an old and well-known Torontonian, and has such an exalted opinion of the merits of the watch he represents that he would scorn to win honors for it in any other than an honorable way. It is hardly likely that Englishmen would allow any foreigners to run such an exhibition to suit themselves, and Mr. Cuthbert's estimate of his countrymen is very much lower than ours if he imagines such a thing to be true.

Even if the Waltham Company had intended to do an underhand action it seems incredible to us, that with so many first-class competitors they should have directed their energies against the Russell watch when they had pitted against them so many other manufacturers of higher reputation. English watches in general and the Russell watch in particular, may be all well

enough in the estimation of their makers, but their record in Canada and the United States has not been so brilliant as to cause a company like the Waltham Co., any great amount of anxiety. Twenty years ago the English and Swiss watches held almost exclusive possession of the Canadian market, and the American watch was then comparatively unknown. To-day the Canadian market is supplied almost exclusively with American and Swiss watches, the English watches having been driven almost entirely out of the market by its lower priced and more reliable American rival. There is not one genuine English watch sold in Ontario to day where thirty were sold twenty years ago, and everyone knows that this Province is a better market now for the sale of high-priced goods than it ever was before. Why is it that the American watch has driven it out if it was not a better watch for the money? Coming into Canada, which is a neutral battle ground for both, they pay the same duty, so that neither can claim any advantage in that respect. In our opinion the question has been purely one of merit and value. Probably no watch was ever introduced to the Canadian trade as thoroughly as the Russell watch. For a time it seemed to take the lead of all competitors, but its supremacy was short-lived, and to-day amongst the regular jewelry trade of Canada, it is reckoned amongst the things of the past. The watch has been lavishly advertised, its sales have been pushed persistently, agencies have been established and the watch left on sale; in fact no watch has ever been offered to Canadian jewelers on as easy terms of payment as this same Russell watch, and yet in spite of it all, they have been compelled to go out of their legitimate wholesale business and take to peddling goods by auction, or as they are pleased to term it, to establish direct communication between the manufacturer and the consumer.

Facts speak louder than words, and this is a significant fact. In view of it, it appears strange to us that the Waltham Company should have given themselves so much concern and trouble in order to score a barren victory over a competitor whom they had already almost driven out of the neutral Canadian market. Such an action on their part would seem somewhat akin to a sports-

man's trying to kill dead quail. Looking the whole matter over, it seems to us that this is the sore spot in Mr. Cuthbert's cuticle, and fully accounts for the late attacks on the award at the Sydney Exhibition. If not, why did not the Russells take up the cudgels on their own behalf and impeach the judges report themselves, for they must have been in possession of it months ago. It would at least have saved their Canadian Hotspur the necessity of eabling to them for information that had no bearing on the subject.

As far as the Canadian trade is concerned, we think that they have pretty well made up their minds which watch, American or English, best suits their trade, and no amount of letter writing, however much it may mislead the uninitiated, can have any influence in overturning the results of their experience.

Selected Matter.

The Failure List.

That the commercial condition in both the United States and Canada is remarkably improved this year as compared with last, is very apparent from the tabulated statement of failures prepared by Dun, Barlow & Co.'s Mercantile Agency. The American figures are as follows:

UNITED STATES.

6 mos. 1879, No. Failures, 4058, amounting to \$65,779,390
6 " 1880, " 2497, " 32,888,763

showing that the failures of the first half of the present year aggregated exactly one-half those of the same period in 1879, which, in turn, were but half those of the half year of 1878. The latest quarter of the year shows a smaller number and amount of failures in the States than any quarter year for a long time.

The Canadian figures for the past six months are even more favorable. They are, compared with former years, as follows:

6 mos. 1879, No. Failures, 1067, amounting to \$17,425,953
6 " 1880, " 649, " 5,660,848

Thus the liabilities of Canadian traders failed in the last half year are barely one-third those of the same period in 1878, and those of the latest quarter, numbering 146, and amounting to \$84,571, are in most gratifying contrast to the 392 failures, with \$1,407,800 liabilities, which formed the list for the second quarters of 1878.

The circular says, with reference to United States commerce and indebtedness:

"It is evident that the risk of business in the last six months, so far as credits are concerned, have been reduced to a minimum. The lessened volume of internal indebtedness resulting from the years of depression preceding 1879 is seen in the small amount of loss incurred through failures in the past year, especially when compared with the enormously increased volume of business transacted. The circumstances under which the present statistical comparison is made are, therefore, very advantageous, and the result is seen in the very favorable figures herewith presented. The figures, if taken in their broadest sense, would imply a condition of prosperity and a safety in granting credits hitherto not equalled in the history of the country. But it would be unsafe to rely too implicitly upon indications even as exact as these figures; statistics of this nature are essentially the records of the immediate past, and are not in any sense prophetic. It would be unwise to ignore the existence of conditions of business which they do not in any degree illustrate. For instance, it is safe to say that for the next six months the chances of making money do not bear any comparison with the chances as they existed in the last six months of 1879. The circumstances of the two periods are almost precisely reversed. At this time last year stocks of almost every product were small and values at a minimum; at the present hour the results of stimulated production, largely increased importation, and general activity, are seen in accumulations of goods and very uncertain values. The possibilities of making money, therefore, rest solely upon the slow and gradual absorption of goods by consumption. The ability of the country to absorb, consume, and pay for its requirements has never been greater; and the gains that are to be made are likely to be the result of legitimate trade, rather than the quick profits which were realized last year from speculative advances. Those who can afford to wait for this gradual realization of their profits will doubtless participate in the general prosperity which exists; but it is painfully evident that there are many who are heavily weighted with merchandise bought at extreme prices, and

whose profits even for the past year have been, or will be, pretty effectually extinguished by the settling in prices which is going on in almost every department of business."—*Monetary Times*.

The Precious Metals.

Great as has been the quantity of precious metals found in this country, it is thought by many persons who have closely studied the subject that their product has only begun. During the last ten years we have advanced from \$17,320,000 silver and \$33,750,000 gold to \$45,846,100 silver and \$44,800,223 gold, and it is asserted that in the next decade this amount will be more than quadrupled. From 1870 to 1877 the yield of gold exceeded that of silver in the United States; but since then the yield of silver has exceeded that of gold by nearly \$5,600,000, caused in part by the discovery of the great silver mines of Leadville, Col., and in part by the decrease in the gold product of the Comstock lode in Nevada, which is 41 1-5 per cent of the whole. The diminution in Comstock in 1878-9 was \$12,464,481 in silver and gold, while the increase in Colorado of silver was \$80,000,000. The exact yield of gold and silver in the last nine years is, as near as can be reckoned:

	Silver.	Gold.
1870	\$17,320,000	\$33,750,000
1871	19,286,000	34,398,000
1872	19,924,429	38,177,395
1873	27,483,302	39,206,558
1874	29,699,122	38,466,488
1875	31,635,239	39,968,194
1876	39,292,924	42,826,955
1877	45,846,109	44,880,223
1878	37,248,137	37,575,030
1879	38,032,857	31,470,262

In the United States, \$4,000,000 gold is annually consumed in making jewelry and for other arts. Last year about \$74,400,000 gold was imported into America, which, added to the home production, gives an increase of \$160,170,262. If we add the \$37,032,857 of silver yield, we have \$143,202,119 of monetary increase as the nation's wealth. Prodigious as this increment seems, it is insignificant compared with the possibilities of the future. The large and sudden outpouring of Eastern capital into the trans-Mississippi regions will cause an extraordinary development of the mineral wealth of the West.—*American Exchange*.

EXTENSIVE preparations are being made in Montreal for a Dominion Exhibition, to be held in September. The city council has added six acres to the grounds, valued at \$10,000, and \$10,000 is to be distributed in prizes.

NOTES.

A CHICAGO genius has discovered that solitary diamonds are made of several pieces, and cemented together. When that chap's ears have attained their full length he will be able to pluck ripe cheese from the face of the moon, or set Lake Michigan on fire by the friction produced by rubbing his cheek against the sands of the beach.

A JEWELER named Horace J. Hale, doing business in a small way in Brantford and Paris, has given a chattel mortgage to Messrs. Segsworth & Co., in this city for \$500. He has also been sued by Mr. S. T. Culp. An offer of about 35 cents on the dollar was made and refused, and now it is expected that he will shortly have to suspend.

THE Toronto Industrial Exhibition for 1880 gives promise of being an unusual success. The committee advertise a prize list aggregating in value \$23,000, which should draw a large crowd of exhibitors together. We understand that the entries are coming in very freely, and that they are already much ahead of last year. We wish the association success.

ANOTHER large bank of coral is reported to have been discovered off the Neapolitan Coast, ten miles south of Sciarra. The new Italian fisheries law secures to the discoverer the exclusive right of fishing for a period of two years. But this enactment has not yet come into operation. Consequently several fishing vessels from Torri del Greco have already sailed for the banks in hope of making a rich harvest.

THE American Watch Co., of Waltham, Mass., have made arrangements with the astronomer in charge of the Horological Bureau of the Winchester observatory of Yale College, for testing movements manufactured by them. All movements thus tested when sold are accompanied by certificates showing their rating under the various conditions of adjustment tests. This idea will no doubt prove very satisfactory to parties who desire finely regulated watches.

THE new thing in Paris is a little gold or silver pig, worn by actresses as a trinket on their watch chains. The jewel is looked upon as a talismanic counter charm, which brings good luck to the wearer. It is an old Roman knick-knack, which has been made popular by the recent lectures of a learned professor, who has been discoursing on the worship of the goddess Fortune twenty centuries ago by the people of Italy. They made offerings to her of fat pigs, and gold and silver rings were made to represent them by votaries.

THE sterling silver prize cups, manufactured by Zimmerman, McNaught & Co., for the regatta of the National Association of Amateur Oarsmen, were exhibited on King Street for three or four days previous to the contest for their possession. They are beautiful specimens of the silversmith's art and very much admired. Although the competition was open to the world, we are happy to say that both of them remain for this year in Canada, the Argonauts of Toronto winning the \$500 challenge cup for the senior four-oared race, and Joseph Laung of Montreal, the \$250 cup for the senior single scull race.

Moss agates, that were formerly so much in demand, commanding a large price, have now no market value, being used only in the cheapest styles of jewelry.

A LARGE find of pearls has been discovered in New Zealand. They are said to be of fine quality, and far more brilliant than those found in the South seas.

MR. ROBERT WILKES, wholesale jeweler, Toronto and Montreal, has disposed of his business. Messrs. Henry Smith and Harris H. Fudger, who have been long employed at head quarters in Toronto, assume the business here, and Messrs. John H. Jones, William Liffeton and Fred Chandler assume the business in Montreal.

MESSRS. DAVIS & McCOLLOUGH, formerly with the late Mr. A. Campbell, jeweler, Hamilton, have bought the stock and good will of his business. They are very pushing and energetic young men, and practical workmen and deserve to succeed. We wish them success in their new venture.

THE value of the imports into England in the first six months of this year was £210,760,753 against £172,631,723 in the corresponding period of last year, being an increase of twenty per cent. For the year ending with June, the increase in imports was over 34 per cent. Exports for the first six months showed as great an increase as the imports, having risen from £88,826,493 to £107,633,736, an increase of over 20 per cent. The addition in the imports consisted mainly of raw materials. The Colonial trade showed an expansion; and as the United States demands fall off, other outlets are found.

THE produce of the South African mines is enormous, and the quality of the stones, which is frequently marred by a somewhat tawny complexion, is reported to be improving. Vast profits have, of course, been realized. One gentleman's claim is said to have cleared in two years £45,000. The New Rush Mine alone yields £3,000 a day. In 1875, when the diggers had been at work only four years, gems to the value of £3,500,000 had been extracted from it. The pockets of diamonds sent by post bag from Kimberly to Cape Town in 1876 weighed 773 pounds, and were worth £1,464,590. Nor does there seem to be any present prospect of the supply coming to an end.

It is said that the watchmakers and jewellers of the United States require on an average about 3,000 watches to fill the demands made upon them. Every time the sun rises and sets this number changes hands. The production per day is as follows:—The Waltham factory produces about 750; the Elgin, 500; Springfield, Ill., 80; Hampden Watch Co., 90; Howard, 20; Lancaster, 50; Rockford, 40; daily production, 1,530. The president of the Waltham Watch Company recently stated that out of 101,671 watches sold in the year ending February 18, 1878, one-third were sent abroad, the sales in London amounting to 23,043 watches. The British Government bought two hundred for the India State Railway. While the declared value of the watches exported from Geneva to the United States for the years given, was as follows:

Year ending Sept 30, 1871..	\$700,000
" " " " 1877.....	..	131,596
" " " " 1878	106,670

It is the opinion of the *Chicago Journal of Commerce* that there is yet room for an increase of the watch-making facilities of the United States.

Business Changes for July.

Wm. Ball, hardware, Chatham, Ont., advertising his business for sale; Stobart, Eden & Co., wholesale general merchants, Winnipeg, Man., giving up the crockery and glassware part of their business; Wilson & Smith, hardware, Arnprior, burned out; J. Hale, jeweler, Brantford, attached; S. Chown & Son, hardware, Kingston, sold out to T. G. Rudd; John Benham, watches, Parkhill, dead; C. C. Snowdon & Co., wholesale hardware, admitted James G. Howden as partner; N. Lefebvre, watchmaker, Montreal, stock and premises damaged by fire; G. N. Gordon, hardware and tinware, Colborne, Ont., dead; W. H. Craddock, Essex Centre, has sold out; L. Zoeger, jeweler, Hamburg, skeddaddled to the U. S.; Robert Scott, stoves & tins, Teeswater, advertises business for sale; Robert Wilkes, wholesale jeweler, Toronto and Montreal, has sold out.

T. WHITE & SON,

Manufacturing Jewelers,

—AND—

LAPIDARIES,

12 MELINDA ST.,

TORONTO.

Canadian Agates, Amethysts, &c.,

Polished and Mounted for the trade. Storekeepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

A.C. ANDERSON & Co.,

WHOLESALE JEWELERS,

have removed to

No. 6, John St. North, Hamilton.

SPECIALTIES.

AMERICAN

Rolled Plate Jewelry,

WATCH MATERIALS & TOOLS.

Trade Work Attended to Promptly.

Special Notice

Our Mr. Lowe has just returned from the United States markets, where he has spent several weeks in selecting a complete stock of Jewelry, embracing all the new and desirable lines which the manufacturers have designed for the fall trade.

Our stock of American jewelry is now the largest in Canada, and is most complete in every department. Buyers wishing a nice assortment for the fall trade should lose no time in ordering, as the demand in the United States is so great that goods are almost certain to be both scarcer and dearer before the season closes. Early purchasers will thus have the advantage of better prices and better assorted stocks to select from.

Our travellers will be on the road in a few days, and will be pleased to show you our goods and prices. We bespeak for them a continuance of your confidence, and trust that you will favor them with any orders you may desire to place for your fall goods. Assuring you of our best desire to serve you. We are yours, very truly,

ZIMMERMAN, McNAUGHT & Co.

Toronto.

WELCH & TROWERN.

WELCH & TROWERN.

WELCH & TROWERN, JEWELRY MANUFACTURERS

DIAMOND SETTERS,

AND

DEALERS IN PRECIOUS STONES.

FINE COLOURED GOLD LOCKETS, Brooches, Ear Rings, Ladies Opera and Long Chains, Gent's Chains, Sleeve Buttons, Front Studs, Diamond, Wedding, Gem, Chased and Signet Rings, Monograms, Charms, Masonic and Society Jewels, Gold and Silver Medals, &c., &c.

FINE SILVER LOCKETS, Napkin Rings, Trowels, Stick Heads, Silver Prize Cups, &c.

Our long experience and practical knowledge, in addition to the best machinery, enables us to manufacture the above in the best possible manner. Using the finest material, combined with neatness, durability and design, we trust to be favored by those desirous of having goods manufactured that can be confidently relied upon.

Orders received or Parcels sent for repairs, receive our prompt and personal attention. Particular care exercised in Gilding, Altering and Repairing all styles of Jewellery.

36 ADELAIDE STREET WEST,

TORONTO, ONT.

West of Grand Opera House, between Yonge and Bay Streets.

CUTLERY.

We desire to notify the Trade that we intend going entirely out of all the common lines of Cutlery, and in order to effect an early clearance, are offering all such goods now in Stock at

Special Net Prices.

Dealers wanting goods of this kind will do well to

Call and See our Prices before Purchasing Elsewhere.

SPECIALTIES IN

BONE HANDLED KNIVES,

AND

Knives and Forks with Rose and Bone Handles,

CALL AND EXAMINE PRICES.

ZIMMERMAN, McNAUGHT & Co.

PRESENTATION

Walking Canes!

WITH

Gold and Silver Heads

AND

EBONY STICKS.

A LARGE ASSORTMENT

Of these Goods just to hand. Assorted sizes and prices.

ZIMMERMAN, McNAUGHT & Co.

TORONTO.

E. & A. GUNTHER,
TORONTO,

Importers of

CLOCKS,

REGULATORS,

WATCHES,

SPECTACLES,

JEWELLERY, &c., &c.

WATCH MATERIAL, WATCH GLASSES,

—AND—

TOOLS A SPECIALITY.

GORHAM MFG CO.,

UNION SQUARE, NEW YORK,

Manufacturers of the finest line of SOLID SILVER, Flat AND HOLLOW WARE in the world. Guaranteed standard quality 927 1/2-000 fine. Jewellers wanting Solid Silver Tea or Coffee Sets, Urns, Whippers, Epergnes, Baskets, &c., or chased goods of any description for presentations, can have photographs of these manufactures forwarded to them by express, by applying to the Company's Wholesale Agents,

Zimmerman, McNaught & Co.,

56 Yonge Street, Toronto.

ELECTRO-PLATED FLAT WARE.

"The only guarantee for a good and sufficient plate is the integrity of the Manufacturer."

SPECIAL NOTICE.

We desire to notify the trade that we have been appointed sole Wholesale Agents for Canada for the sale of the celebrated Flat Ware manufactured by

ROGERS, SMITH & CO., of West Meriden, Conn.

This brand of Flat Ware has been tested by the American public for the last thirty-three years, and has given such entire satisfaction that it has come to be regarded as the standard of excellence for all goods of this kind. So celebrated have these goods become on account of their superior wearing qualities that imitations are constantly being put upon the market. We desire to warn the trade, however, that the company do not guarantee any goods unless stamped with their trade mark,

"1847—ROGERS BROTHERS.—A-1."

All such goods they guarantee to be plated at least 25 per cent. over the market standard, hand burnished, and to be the best value goods in the world. Particular attention is invited to their patent "**Sectional Plated Forks and Spoons**," by which the parts most exposed to wear receive an extra coating of silver three times the usual thickness. The sectional plate is recommended for hard service, and is worth many times the additional cost in durability. The trade mark on all such goods is

"1847.—ROGERS BROS.—XII."

We have in stock a full line of the above goods (in A-1 and XII. qualities) of the Tipped and Imperial patterns given on this page, and are prepared to fill any orders our customers may be pleased to entrust us with. All goods guaranteed. Sample orders solicited.

ZIMMERMAN, McNAUGHT & Co., 56 YONGE-ST.
TORONTO.

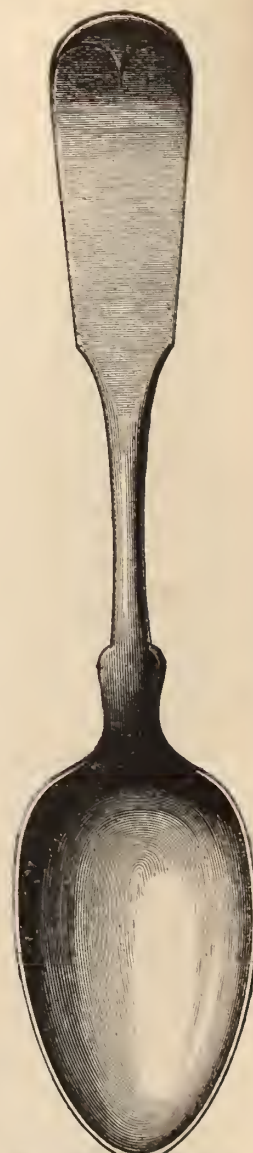
SHEFFIELD STERLING FLAT WARE.

The favor with which these goods have been received by the trade of Canada, and the admirable way in which they have stood the practical test of hard usage, has fully convinced us that they are all that the manufacturers claim them to be—The Best Unplated Spoons and Forks in the World. We have now in stock over three hundred gross of these celebrated spoons and forks, Tipped Pattern, all sizes and weights fully assorted, and are prepared to furnish them to our customers on the most favorable terms. These goods are the best known substitute for sterling silver, and are warranted to resist acids, keep their color, and improve with use. Every dozen is guaranteed as above with printed guarantee wrapper, and the trade is authorized in all cases where they prove defective, to return them and draw upon us for the invoice value. Dealers who have tried them will use no other. Wholesale only by the Company's Canadian Agents,

ZIMMERMAN, McNAUGHT & Co.



THE IMPERIAL PATTERN.



THE TIPPED PATTERN.

GEO. E. COOPER,

Ornamental and General Engraver,
31 KING STREET EAST,
TORONTO, - - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

INSTRUCTION GIVEN.

David Wilson,

ORNAMENTAL AND GENERAL ENGRAVER,
7½ KING STREET EAST,
TORONTO.

CRESTS, CYPHERS, MONOGRAMS,
And Inscriptions of all kinds of Silverware, etc., etc.

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

1,000

**Best Watchmakers'
TAGS!**

Sent to any address, post-paid on receipt of

90 CENTS.

LONDON CARD COMPANY,
LONDON - - - ONT.

THE TRADER.

'A Journal devoted to the interests of the Hardware and Jewelry Trades.'

VOL. 2.

TORONTO, SEPTEMBER, 1880.

NO. 1

PLATED WARE.

Messrs. Zimmerman, McNaught & Co. have pleasure in informing the trade that they have been appointed sole wholesale Canadian agents for the celebrated manufactures of Messrs. Rogers, Smith & Co., of West Meriden, Conn. These goods have been tested by consumers for more than a quarter of a century, and their reputation is so thoroughly established throughout the United States and Canada, that anything we might say about them would appear superfluous. We propose keeping constantly on hand a full stock of HOLLOW WARE, of their manufacture, consisting of

Cruets, Butter Coolers, Cake Baskets, Card Stands, Berry Bowls, Water Pitchers, Epergnes, Tea and Coffee Setts, Urns, Children's Cups, Communion Ware, &c., &c.,

and our customers can always rely on having their orders promptly filled and getting the best value for their money. We have always made it a principle to sell no goods that we cannot fully guarantee, and in offering the Rogers, Smith & Co.'s goods to the Canadian trade, we feel satisfied that they will meet every requirement. We shall be pleased to have our friends call and inspect our new full stock. It will pay them. New illustrated catalogues now ready, and will be sent to the trade on application.

ZIMMERMAN, McNAUGHT & Co.,

SOLE WHOLESALE AGENTS FOR CANADA,

56 YONCE STREET, - TORONTO.



W. M. COOPER,

Manufacturers Agent and Dealer in

GUNS, RIFLES,

And Sporting Goods of all kinds.

29 KING ST. WEST
TORONTO.



I have pleasure in informing the Trade that I am about removing my business to larger and more commodious premises, and that in future I shall be found on the first floor of Manning's New Block, No. 29 King St. West where I shall be happy to meet any of my customers in want of

RIFLES, GUNS or SPORTING GOODS OF EVERY DESCRIPTION.

As heretofore, I shall keep Guns manufactured only by the best English makers, which are guaranteed to give entire satisfaction to the purchaser and fully sustain the well-earned reputation of the manufacturer. They are imported under my own special supervision and close inspection, and the public may rely on obtaining only first-class goods, as I shall offer no other for sale. Illustrated Catalogues sent free on application.

W. M. COOPER, Canadian Agent for W. W. GREENER Birmingham; W. & C. SCOTT & SONS, Birmingham; GEORGE GIBB, Bristol; WILLIAMS & POWELL, Liverpool; THOMAS TURNER, Birmingham.

ELECTRO-PLATED FALT WARE.

"The only guarantee for a good and sufficient plate is the integrity of the Manufacturer."

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All such goods they guarantee to be plated at least 25 per cent. over the market standard, hand burnished, and to be the best value goods in the world. Particular attention is invited to their patent "**Sectional Plated Forks and Spoons**," by which the parts most exposed to wear receive an extra coating of silver three times the usual thickness. The sectional plate is recommended for hard service, and is worth many times the additional cost in durability. The trade mark on all such goods is

"1847.—ROGERS BROS.—XII."

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ZIMMERMAN, McNAUGHT & Co.

A. C. ANDERSON & CO.,

6, JOHN ST., NORTH, - HAMILTON,

During the continuance of the Provincial Exhibition we shall show a Full Line of American Jewelry and Watch Material. Buyers visiting Hamilton will do well to call and inspect our Stock before purchasing elsewhere. Trade Work attended to promptly.

A. C. ANDERSON & Co., Wholesale Jewelers.



THE IMPERIAL PATTERN.



THE TIPPED PATTERN.

THE TRADER.

TORONTO, ONTARIO SEPT. 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada.

Advertising Rates.

Full Page, - -	\$20 00 each issue.
Half Page, - -	12 00 "
Quarter Page, - -	8 00 "
Small Advertisements, 8 cents per line.	

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

Box 1325, Toronto, Ont.

OUR FIRST YEAR.

With this number THE TRADER commences the second year of its existence. The venture was launched, as we stated in our first number, in the hope that the advertisers would pay the expense of publication, and that by distributing it free of cost to every hardware dealer and jeweler in Canada it would fill a long-felt want, by affording a sure and inexpensive means of interchanging ideas between the wholesale and retail trades. The many encouraging letters we have received from different parts of Canada afford us ample proof of the fact that as far as regards the retail trade THE TRADER has been well received and highly prized.

So far as the wholesale trade is concerned, it has proved itself a useful auxiliary, by enabling them to make known to their customers the lines of goods they have in stock, and the special bargains they have to offer. By our system the advertiser gets the *maximum* of advertising at the *minimum* of cost, a condition of affairs they have not been slow to appreciate as our columns testify. In this connection we ask the consideration of the manufacturing and wholesale trade of Canada, who wish to reach the retail dealers with the least possible expenditure, to the facilities which our paper offers as an advertising medium. Our rates, which will be found at the head of this column, are very much lower than can be obtained elsewhere, and in no other way can the entire trade be reached so cheaply and with so little trouble.

In the future, as in the past, we propose to discuss all questions involving trade issues, from a purely independent standpoint, and shall give forth no uncertain testimony for the side which we consider to be in the right. We shall be glad to receive communications on trade questions from our readers, and our columns will always be open for the free discussion of subjects that will tend to advance sound business principles, and elevate the standard of commercial morality.

THE INDUSTRIAL EXHIBITION.

The second Toronto Industrial Exhibition, which commences on the 6th of this month and lasts until the 18th, promises to be the best affair of the kind ever held in Canada. The Toronto exhibition of last year was an unqualified success and far outstripped its rival the so called Dominion Exhibition held at Ottawa. Indeed from present appearances it seems to be only a question of time when the Provincial Exhibition will have to go out of the business altogether and leave the display of our national products in the hands of abler and more energetic successors. The perambulating system of exhibitions has been useful in its day and generation, but it has failed to keep pace with the age and will be forced to give way to a newer and more fitting state of things. Any unprejudiced person who visited both fairs (Ottawa and Toronto) last year could hardly fail to be struck with the great difference in their size, system and arrangement. At Toronto, all was orderly, elegant and systematic; at Ottawa it was almost the very reverse. At the latter place it was hardly possible to inspect the cattle in their pens, without getting ankle deep in filth, while at Toronto the pens were so laid out and well provided with sidewalks that one could gratify their curiosity regarding the occupants without incurring the slightest inconvenience. Then again in the agricultural implement exhibit. At Ottawa they were scattered all over the open grounds, and in many places where the land was low it soon became converted by the tramping of the spectators into a perfect bog. At Toronto, on the contrary the machinery was all nicely under cover, and exhibited in motion, the motive power being supplied by a large stationary engine bought for that purpose. As far as we were able to judge, the Toronto Exhibi-

tion was as far ahead of the Dominion-Provincial at Ottawa, as the Philadelphia Centennial was ahead of the Toronto Exhibition. As we said before, the day of perambulating exhibitions has gone by, for they cannot possibly furnish either to exhibitors or visitors with their temporary make shifts, the accommodation that can be secured by permanent buildings and perfect organization. In this last respect the Provincial Exhibition of this Province has been singularly unfortunate. Its officers seem to be of the old-fashioned school, and have so much red tape about them that the wonder is they ever get to work at all. Their Secretary, too, besides being uncivil and disoblighing, has a reputation that must be other than a source of strength to the society; and we have often heard the opinion expressed that it has outlived its usefulness, and that the sooner it dies the better for the country.

There is no doubt but that the competition of the Toronto Industrial Exhibition must eventually kill out the Provincial, and the sooner the better say we. It is already a much better exhibition, and one, moreover, that is run by private enterprise, without any expense to the country. The Provincial, on the contrary, is a cumbersome and expensive relic of a bygone time, and its demise will be a saving to the public treasury, and unwept save by the few who fatten at its expense. The feeling that its directors entertain towards the Toronto Exhibition could not be better shown than by the sentiments expressed by the late president, Mr. Wilmot, in his retiring speech at Ottawa last year. In the course of his remarkable effusion, he said that if these upstart private exhibitions were allowed to go ahead to the injury of the Provincial, as they seemed bound to do, he was of the opinion that the directors (of the Provincial, of course,) should agitate for legislation in order to put a stop to such opposition. If any further proof were needed of the desirability of a speedy ending to an institution that can only be kept alive by asking the law to kill off its opponents, surely Mr. Wilmot's speech would supply it. This not only protection run mad, but stork naked, and must make even its best friends ashamed of it.

The officers of the Toronto Exhibition are making large and expensive additions to the main building in anticipa-

tion of the increase of exhibitors over last year, and the entries have more than exceeded their most sanguine expectations. They offer prizes aggregating in value to \$23,000, the largest sum ever offered by any exhibition in Canada. The indications all point towards success, and if they are anything like realized, Toronto will this year have an exhibition surpassing anything of the kind ever attempted in Canada.

Excursions have been arranged on all the railroad and steamboat lines coming into the city, and the very low fares thus obtainable will make this a favorable opportunity for our country friends to see the "Queen City of the West."

These low rates will also afford unusual facilities for buyers to visit the markets of Toronto, and thus enable them to make a personal selection of the goods needed for their fall trade. Wherever this can be done it is certainly a desirable thing to do, as a buyer can generally make a better selection from stock than from either cuts or samples. We trust, therefore, that as many dealers as can make it convenient will avail themselves of the opportunity, and by judiciously combining business with pleasure, make the trip pay in more ways than one.

THE LATE ROBERT WILKES.

The accident at Sturgeon Point which resulted in the death of Mr. Robert Wilkes and two of his children, is one of the saddest events that has startled the public for many years. Cut down in the strength and vigour of manhood, and at an age when with powers fully matured, he might fairly have looked forward to a long career of usefulness, it is no exaggeration to say that his untimely death has evoked from all classes a strong feeling of sympathy.

Robert Wilkes was one of the best known merchants in Canada, and had been so long and so closely identified with the Jewelry trade of the country that his name had almost come to be regarded as synonymous with his business. He was a good example of a successful business man, and raised himself to the prominent position he occupied by patient persevering labor. Without any adventitious surroundings, and even less than ordinary advantages, he by his force of character and steady application to the business he had in hand, raised himself to the proud position of one of the foremost merchants in Canada.

His method of doing business was characterized by originality of design and boldness of execution, and it is probably no exaggeration to say, that in his own particular line of trade, he was without a rival in this country.

Robert Wilkes was no ordinary man; he possessed a strong individuality which was bound to make itself felt in whatever position he found himself placed. This individuality, while it was conducive to success in business, lost him many friends, for it is hardly possible for a man of such decided opinions, and who had the courage of his convictions as Robert Wilkes had, to go through the world without wounding some one's susceptibilities.

Mr. Wilkes was not what could be called a popular man; he was too decided in his opinions for that; but while he made enemies he also made hosts of friends. Immunity from attack can always be purchased by nonentity, but to a man of Mr. Wilkes' turn of mind, a state of open hostility is always preferable to one in which their own opinions and desires have to become subservient to those of other people.

Like all of us, Mr. Wilkes had his failings, but they were more than counterbalanced by his many good qualities. He was a devoted husband, a tender father, a dutiful son, an affectionate brother, a loyal citizen, a staunch friend. He was decided in his convictions, fearless in carrying them out, and as far as his judgment served him, always to be found on the side of truth and right. By his death the poor of Toronto have lost a kind friend, for he was generous though unostentatious in his charities. He will be missed from the commercial and financial circles of the country, for brief as had been his career he had left the imprint of his individuality upon everything with which he was connected. His untimely death has produced an almost universal feeling of sympathy, and in common with all who knew him, we extend to his sorrowing wife and mother, and to the bereaved family our respectful condolence. In referring to his career, the *Globe* says:—

"Mr. Wilkes was a native of the county of Leitrim, Ireland, where he was born in 1832, and was at his death a little over forty-eight years of age. He married in 1863 a daughter of the Rev. Dr. Cooke, of London, England, who, with seven of their nine children, survives him. He also leaves a widowed mother, whose

only living son he was, and five sisters, one of whom is the wife of Mr. Robert McMaster, of this city.

Mr. Wilkes came to Toronto in 1848, and entered the service of his uncle, Mr. J. H. Brett, who at that time was one of the leading general merchants in the city. The site then occupied by the establishment was that of the store recently fitted up by Mr. Glover Harrison, 49 King-street West, for the accommodation of his business, and there remained till 1851, when he entered the service of Mr. Rossin, who occupied the adjoining premises as a wholesale jeweller. After a few years his employer retired from business, leaving it in the hands of Mr. Wilkes, just a quarter of a century ago. Young as he was then his career as a business man was one of unvarying success, the result of unwearied application and the employment of intelligent methods. Only a few days ago we had the pleasure of chronicling the fact that he in turn had retired from business in both this city and Montreal, where he had set up a branch establishment in 1864.

Mr. Wilkes was a steadfast Liberal in politics, and he brought to bear on all public matters the same excellent understanding which stood him in such good stead in business affairs. He was possessed of speaking powers far above the average, and was in other respects well fitted to take a prominent part in public life. When the constituency of Centre Toronto was created, in 1872, he was at the general election in the same year elected its first representative in the House of Commons, and he was re-elected by a largely increased majority at the general election in 1874. He shortly afterwards retired from public life when defeated on petition, but his retirement would probably have been only temporary. He has at various times during his brief but busy career filled the positions of member of the Dominion Board of Trade and of the Council of the Board of Trade of Toronto; of director of various monetary institutions, including the Bank of Commerce, of which he was at one time Vice-President, the Confederation Life Assurance, the Isolated Risk Insurance Company, and the Muskoka Junction Railway. He was a prominent member of the Methodist Church of Canada, having been previous to their union with the Wesleyans still more prominent among the New Connection Methodists. The breadth of his sympathies was shown by the in-

terest he took in such institutions as the Upper Canada Bible and Tract Societies and the Toronto House of Industry. With increased leisure he would no doubt have found increased opportunities of making himself useful in similar capacities had his life been spared."

COMMERCIAL BAROMETER OF 1880.

A careful inspection of the tabulated returns for the past half year, by Messrs. Dun Wiman & Cos', Mercantile Agency, shew a remarkable improvement in the state of trade both in Canada and the United States. From these returns it would appear that the failures in the United States stand as follows:

6 mos. 1879, No. of failures 417, amnt'g to \$65,779,390.
6 mos. 1880, " 249, " 32,588,763.

In other words, the failures for the first half of the present year are exactly one half in amount of those for the same period in 1879. The Canadian returns for the same period are even more favourable and are as follows:

6 mos. 1879, No. of failures 146, amnt'g to \$17,425,953.
6 mos. 1880, " 64, " 5,660,842.

An examination of the various quarters' failures is exceedingly interesting, as it not only shows the uncertainties of commercial life, but, also the very much improved position the country at present occupies.

	No.	Amount.	Per Cent.
1878-1st quarter	555	\$9,600,929...	39.4
1879-1st "	634	11,647,658...	39.7
1880-1st "	253	4,816,277	
1878-2nd "	392	4,407,800.....	19.1
1879-2nd "	433	5,777,250	19.7
1880-2nd "	146	844,571	

The above analysis shows that while in 1878 the country had almost recovered from the commercial disaster which overtook it in the fall of 1878, that in 1879 it experienced a sudden and very alarming relapse, the amount of liabilities being \$6,195,675 greater than in the year previous. Comparing the amount of liabilities for the same quarter of each of the three years, we find from the above, that, (in round numbers), the failures of the first quarter of 1880 were one half of the amount of 1878 and one third of 1879, while those for the second quarter of 1880 were one fifth of 1878 and one seventh of 1879.

The present returns are exceedingly gratifying to the commercial public of Canada, inasmuch as they indicate very clearly that the wave of prosperity which set in upon the United States a year ago, has now made itself felt here. It is also evident that the risks of business during the half year just passed, so far as credits are concerned, have been very much less than during any period for the last seven

years, and that as a consequence our merchants both wholesale and retail may look forward to a safe and profitable trade in the near future.

The repeal of the Insolvent Act has as a rule, been hard on our traders, many of whom have had to go to the wall, who would, had the law been continued in force, have effected a settlement with their creditors and remained in business. This no doubt, has had a tendency to swell the amount of Insolvent's liabilities during the past half year; and had the Act remained in force, we might reasonably have expected to have seen the amount further reduced than it has been.

While many of our political journals, in reviewing the failures of 1879, were in January last predicting financial ruin to the country, we are glad to know that the views of this paper, although differing from them, and at that time ridiculed as chimerical, have been amply verified by the logic of events. In our February number we argued, that, although the failures for 1879 exceeded those of 1878 by over six millions of dollars, that the way in which the failures were distributed throughout the different quarters of the year, was a proof that although apparently going to ruin the country was really in a better position than in 1878, and in a fair way to regain the high road to prosperity. In referring to the tabulated statistics of the various quarters of 1878 & 9, part of which will be found above, we said: "The following tables will show the proportion of failures during each quarter of the year, from which it will be seen that there has been a very decided improvement from its commencement until its close. Thus in 1879 while there was 39.7 per cent. of the total failures during the first quarter, the fourth showed only 16.8 per cent. This result is in pleasing contrast with the figures for 1878, and which according to the report in Dun, Wiman's circular would appear to have been a more prosperous year than 1879. The analysis given below, however, shows that after the first quarter, business kept gradually getting worse, and that while the last quarter of 1879 showed only a proportion of 16.3 per cent., the same quarter for 1878 showed a proportion of 21 per cent. of the whole. Arguing from this data we said:—

"From this standpoint we look on the figures of last year's failures with some small degree of satisfaction, and seem to catch through the rift of adversity's dark cloud a glimpse of the silver lining be-

yond. In spite of what some may say, we think that the country is more prosperous than it was a year ago; we have fewer men in business, and as a rule they are sounder financially, and are meeting their obligations better.

The abundant harvest of 1879 has only begun to make itself felt, and the extra millions which we must realize from this source alone cannot fail to help in bringing about a better state of things. Our lumbering interests are again looking up, and with the return of prosperity in the United States, we are having a greater demand and higher prices for all the lumber we have to sell. These and other causes will, we think, make this year a much more prosperous one than the last, and we trust that when Dun Wiman & Co. come to issue their next annual circular, it will be found that the year 1880 will show a decided improvement over any of its predecessors during the last decade."

How these predictions have been fulfilled, our readers may judge by the statistics given in the beginning of this article.

Selected Matter.

ORDERING GOODS.

Among the minute circumstances which cause friction between buyer and seller, and which sometimes lay the foundation for unfriendliness or distrust between a wholesale dealer and his customer, negligence in giving orders, or in keeping record of them after they have been given, must be numbered. Complaints are often made that a certain traveller has "stuffed an order" (and they do such things sometimes, one must admit) when the impression that he has done so arises from the defective memory of the buyer who has kept no copy of his order. Again, in ordering by letter, misconceptions arise out of the careless way in which retailers describe the goods they want. Instead of particularizing the maker of an article, its number, brand, size, or even price, a storekeeper will write for "some more of the same stuff you sent me before," as we have seen an order for dress goods worded. A man once sent all the way from the County of Essex to Montreal for "some shot"—nothing more than this being stated as to either quantity or size. And we have known a shoe and leather dealer write for "a box of bird-ash, some shoe thread, and a little good strapping," with no apparent consciousness that he was proposing a difficult conundrum to an anxious young salesman, or exposing himself to a very annoying

misconstruction of his wants. Says the *Chicago Commercial Advertiser* on this subject :

"The blame for the uncertainty and mistakes which naturally grow out of the careless ordering by the merchant, belongs to him who orders, yet, when the wrong goods comes to hand, he feels disposed to find fault with the jobber. If a man were to draw up an ordinary contract relative to a business matter, he would think that great care and circumspection were necessary. What is an order but a contract for so many goods? If the purchaser should frame an agreement for a wood lot worth \$100, he would use the strictest care to see that the boundaries were correctly mentioned, and that the correct price was inserted, and all the conditions of the agreement set forth. But in ordering a bill of goods of five times the value of the wood lot, he seems indifferent as to how he makes his agreement. A man ordinarily knows just what value he wishes to order. He usually knows the number of the article, if it is numbered. He can tell whose make it is, and give such other intelligent description as will give the wholesale house, from whom he orders, the necessary information to enable it to send such goods, and such only as he desires."

The amount of patience and discrimination shown by wholesale merchants or their employes in filling orders, is very marked. The marvel is that mistakes or misunderstandings are not more frequent, so negligent are retailers with their orders, and so much do they take for granted. But the amount of time and labour frequently used in looking up former orders from the same customer, so that what he wants may be determined, might be saved by a little care in writing. If a grocer wants soda, it is not sufficient that that word alone should be used. How is the dealer to know whether washing soda, caustic soda, or the bicarbonate is needed? If a hardware dealer wants fine wire, he should remember that there are many sizes of that article, and that these are numbered. Or again, should a dry goods retailer ask for grey cotton at a certain price, as the custom is, to secure what he desires, he ought to name the brand, or at least to say whether he means a heavy round thread or a thin fine shirting.

To keep a copy of every order given, either by mail or through a travelling agent, is an important matter. It will enable a shopkeeper to know what engagements he has made, will prevent his duplicating orders, and will prove a check upon the practice of "stuffing," i.e., sending more than has been ordered. Suppose that a dozen of Rodgers' pen

knives has been written for—when the parcel arrives, behold two gross! The buyer is uncertain whether he ordered one dozen or two dozen, consequently he is in no position to insist upon returning the surplus goods.

On the principle that whatever is worth doing well, if it be worth while to send an order at all, it is certainly worth while to have it properly made out. Carelessness in this particular is too prevalent, but indeed, as a trade journal pithily puts it: "These lax gentlemen find that their case is purchased at the expense of paying double freight charges on the goods that have to be returned because of such carelessness."

Much of the prevailing laxity in describing merchandize required, arises from the rush of business, the confusion and pressure of the varying duties of a country store-keeper at the busy seasons. It is easier and shorter, of course, to scribble an indefinite order than to refer back to previous invoices for prices and makes, or to hunt up catalogues for names and designations. But the buyer should remember that if he is busy, so very probably is the wholesale firm to whom he sends, and therefore the less able to hunt up what he has omitted, and the more likely to misinterpret his wants. Sometimes this slipshod ordering arises from too great reliance on the knowledge or memory of the wholesale clerk or traveler, or from over-confidence in the perfect integrity of the house. This is very complimentary to the city houses relied upon, but is un-business-like and risky all the same.

Prudence and method in ordering is the characteristic of a good merchant. And if the man who wants goods is unable or unwilling to so describe them that they cannot be mistaken, he will do better to attempt some other business where care is not so needful. If his neglect is occasioned by pure laziness, he need not, in these days, expect to become a successful merchant.

Cheap Work.

We have noticed a sign in this City that says "watches cleaned and warranted for 50 cents;" a man down in Texas offers to clean watches for 25 cents apiece. Probably these persons charge all their work is worth, but no respectable watchmaker can afford to work at any such ridiculous price. But we are sorry to learn there are some practical watchmakers who are cutting

under in the prices that should be legitimately charged for their work. A watchmaker is not a blacksmith; he is a person who has spent years to perfect himself in his art, and is entitled to compensation for the time he has bestowed upon it. Watch repairing is a very delicate operation, and requires technical knowledge and skill. It is not to be rated among that class of work that is performed by tinkers and Jacks-of-all-trades. Cheap work is doing much to bring the trade into disrepute and to rob it of its standing among art workers. Cutting of rates for repairing watches prevails largely in small places, where there is active competition among retail dealers. This is unfortunate, for, with a proper scale of prices the retailer ought to make his jobbing work pay a goodly proportion of his expenses. Retailers in every town should adopt a scale of prices for repairing and maintain it. Cutting prices got only brings discredit upon them, but robs them of a fair proportion of their profits.—*Jewellers Circular.*

ENGLISH

GOLD JEWELRY.

We beg to inform our friends that our New Goods are now arriving, and we shall show during the month of September, one of the Largest and Newest Stocks in the country.

ALL NEW GOODS!

We also keep a Full Line of
WALTHAM

WATCHES,

GOLD AND SILVER CASES,

of the best American Manufacture. We invite the trade visiting the city to come in and look at our goods, and will show them with pleasure.

J. SEGSWORTH & Co.,

Cor. Scott & Wellington Sts.,

TORONTO.

Special Notice

TO DEALERS VISITING THE

TORONTO EXHIBITION

During the fortnight that the Toronto Industrial Exhibition is open, we will have a complete Stock of Jewelry at our warehouse, and shall be glad to see all of our customers who are visiting the city.

Our Mr. Lowe has just returned from the United States markets, where he has spent several weeks in selecting a complete stock of Jewelry, embracing all the new and desirable lines which the manufacturers have designed for the fall trade.

Our stock of American jewelry is now the largest in Canada, and is most complete in every department. Buyers wishing a nice assortment for the fall trade should lose no time in ordering, as the demand in the United States is so great that goods are almost certain to be both scarcer and dearer before the season closes. Early purchasers will thus have the advantage of better prices and better assorted stocks to select from.

GIVE US A CALL.

ZIMMERMAN, McNAUGHT & Co.
Toronto.

AN OYSTER YARN.

A CALIFORNIAN LADY'S EXPERIENCE OF THE NEW YORK BIVALVES

I never found anything but once here in excess of my expectations, or even approaching them—and that was the New York oysters. I had then just come on from California, where oysters are very small and unimportant, not to say insignificant, and I had often eaten a hundred there at a time, and had always felt that I could eat more if I had them. So when I arrived at the Metropolitan Hotel I ordered my dinner to be served in my room, and told the waiter to bring with my dinner a strong cup of coffee and a hundred raw oysters. He looked at me a moment and then said —

"Did I understand you to say a hundred oysters?"

"Yes," I answered; "raw, on the half shell, with vinegar, no lemons; and as soon as you can, for I am very hungry."

"Ahem! Miss, do you want a hundred?"

"Yes, I do. What are you waiting for? Must I pay for them in advance? I want nice, large ones."

"No, no, Miss. All right; you shall have them," and he went out. I continued my writing, and forgot all about my dinner till he knocked and came in with my dinner on a tray, but no oysters.

"How is this?" said I. "There are no oysters."

"Dey's comin', Miss, dey's comin'," and the door opened and in filed three more sons of Africa's burning sands, each with a big tray of oysters on the half shell. I was staggered, but only for a moment, for I saw the waiters were grinning, so I calmly directed them to place one tray on a chair, one on the washstand and one on the bed, and said —

"They are very small, aren't they?"

"Oh! no, Miss, de bery largest we'ze got."

"Very well, said I, "you can go. If I want any more I'll ring."

When they got out into the hall one said to the other:

"Fore God, Jo, if she eats all them oysters she's a dead woman."

I did not feel hungry any longer. I drank my coffee and looked at the oysters, every one of them as big as my hand, and they all seemed looking at me with their horrible white faces, and out of their one diabolical eye, until I could not have eaten one any more than I could have carved up a live baby. They leered at me and seemed to dare me to attack them. Our California oysters are small and with no more individual character about them than grains of rice, but these detestable creatures were instinct with evil intentions, and I dare not swallow one for fear of the disturbance he might raise in my interior, so I set about getting rid of them, for I was never going to give up beaten before those waiters. I hung a dress over the key-hole after I locked the door, and just outside my window found a tin waterspout that had a small hole in it. I carefully enlarged it, and then slide every one of those beastly creatures down one by one — one hundred and two of them — they all the time eying me with that cold, pasty look of malignity. When the last one was out of sight I stopped trembling, and finished my dinner in peace, and then rang for the waiters. You just should have seen their faces! One of the waiters asked if I should have some more. May he never know the internal pang he inflicted upon me, but I replied, calmly —

"Not now. I think too many at once might be hurtful."

CUTLERY.

We desire to notify the Trade that we intend going entirely out of all the common lines of Cutlery, and in order to effect an early clearance, are offering all such goods now in Stock at Special Net Prices. Merchants visiting the Toronto Exhibition, will do well to call and see our prices before purchasing elsewhere. Specialties in Bone-Handled Knives, and Knives and Forks with Rose and Bone Handles.

Call and examine prices.

We are clearing out Job Lines very cheap.

**ZIMMERMAN,
McNAUGHT
& CO.**

Notes.

BOGUS Canadian 10 cent pieces are now in circulation in Canada. They are well executed.

MESSRS LOBB, Importers of Clocks and Fancy Goods, Vienna, New York and Toronto, have failed, with liabilities of \$400,000. Half of this amount is due in New York.

BUSINESS in the Jewelry trade has been better during the past month than at any time during the same period for the past ten years.

THE new styles of American Jewelry are the most elegant that have been put on the market for years. We are informed that the demand in New York has been so great that goods are likely to be scarce before the close of the season.

THE value of goods imported at Montreal for the last fiscal year is \$37,103,869. Of this amount, \$30,311,490 were dutiable goods, on which \$5,232,783 duties were paid.

OVER 100 reapers have been sent from Toronto to Ireland by the Toronto Reaper & Mower Company. The first one was introduced by Mr. Glover Harrison, of the China Hall.

LUCAN offers to pay \$12,000, if Biddulph pays \$8,000 toward the cost of the contemplated branch of the Great Western railway \$20,000 being all that is required to complete it.

THE United States revenue collected during the fiscal year 1879-80 amounts to nearly \$124,000,000, and the expenses of collecting it were about \$5,000,000. The expenses of collecting the internal revenue levies for four years past, amounting to over \$467,000,000, amount to a total, including salaries of collectors, of less than \$20,000,000.

THERE is, in the opinion of the Hamilton *Spectator*, a lack of energy on the part of the managers of the Ontario Exhibition to be held in that city next month. A prominent wholesale firm in that city has been informed by their traveller that posters of the Toronto fair are to be found displayed everywhere, while those of the Hamilton exhibition are conspicuous by their absence.

THE Mennonite population of Southern Manitoba has received this summer the accession of a considerable number of families, who bring some money with them and a considerable outfit of personal effects. One individual actually brought all the way from Russia, an anvil weighing 200 lbs., and it was not a first-rate anvil either.

MINEING and reducing iron ore is going on in New Brunswick. According to the St. John's *News*, immense buildings at the Charcoal Iron Works, Upper Woodstock, are being put up by the W. & C. C. I. Co., at a cost of £25,000. The furnace will probably be started about the beginning of next year. Large quantities of ore will be taken from the mines in the meantime. One contract is taken for running the ore at the mines, and taking it to the works at \$1.00 a ton.

A YARMOUTH salesman, Mr. Tracy G. Lavers, is agent in the Maritime Provinces for a certain kind of thread, and he was arrested in St. John the other day under their sapient by-law, and taken before the Police Magistrate for selling \$10 worth of thread. His worship said he did not wish to fine him, and if he would take out his license he would not fine him. Lavers con-

sented, and paid \$40 for the privilege of selling \$10 worth of thread. If he had been up to "snuff," says a St. John paper with evident relish, he would have paid the fine, which could not have exceeded \$20.

CURIOUS MOTTOES.—The trade mottoes of some of the London associations are curious. The blacksmiths, for instance, have "By hammer and hand all arts do stand;" the distillers, "Drop as rain, distil as dew;" the founders, "God the only founder;" Come ye blessed; when I was harbourless ye lodged me;" the joiners, "Join loyalty and liberty;" the saddlers "Hold fast; sit sure;" the weavers, "Weave truth with trust;" and the needle-makers, "They sewed leaves together and made themselves aprons!"

SELF-WINDING CLOCKS.—A clockmaker of Copenhagen named Lou Soenderberg, who for some time past has had charge of that city's electric timekeepers, has just invented an ingenious appliance which obviates the necessity of winding up the regulator, from which the clocks in question "take their time." By a mechanical contrivance which periodically cuts off the stream of electric fluid emanating from the battery; and brings an electro-magnet to bear upon the relaxed mainspring in such a way as to renew its tension instantaneously—perpetual motion is practically imparted to the works of the regulator—that is to say, as long as the batteries connected with it are kept properly supplied with acids.

THE value of the imports into England in the first six months of this year was £210,760,753 against £172,631,723 in the corresponding period of last year, being an increase of twenty per cent. For this year ending with June, the increase in imports was over 34 per cent. Exports for the six months showed as great an increase as the imports having risen from £88,826,493 to £107,633,736, an increase of over 20 per cent. The addition in the imports consisted mainly of raw materials. The colonial trade showed an expansion; and as the United States demands fall off, other outlets are found.

THE Grange Co-operative Company have decided, it is reported, to close up their business in Napanee and place the company in liquidation. It appears that no money could be made out of the grangers, in that locality, and some of the company's operations in grain were unprofitable. The *Napanee Beaver* states that the company have determined to do a wholesale business in Toronto, "it being the centre of commerce for the province, and an excellent distributing point." After the adverse experience this company has had, it seems folly for it to come here and endeavour to compete with business men, who have not only large capital, but long experience in trade.

COMMERCIAL TRAVELLERS LICENSES.—The right of the authorities in Quebec and Lower Province cities, to impose taxes upon travelling salesmen from other cities by compelling them to pay for a license to sell their wares is now being tested. A case is before the courts in the City of Quebec, in which a commercial traveller was fined \$40.00 and compelled to take out a license which cost him \$60.00 more. Action is taken to recover these sums from the civic authorities; and in case it be decided against him the matter will be appealed to the Supreme Court.

Business Changes for August.

Loeb & Co., Wholesale Importers of Fancy Goods, Clocks, &c., New York and Toronto, suspended; P. Walsh, Hardware, Halifax, N.S., dead; John Nichol, Hardware, Plattsville, Ont., retiring from business; W. Ball, Chatham, Hardware and Tins, advertising to sell out; Rob. Wiekes, Toronto and Montreal, Wholesale Jeweller and Fancy Goods, dead; Crows Bros., Annapolis, N.S., Hardware and Tins, burnt out; R. C. Hardwick, Annapolis, Jeweller, burnt out; N. J. Davis, Crockery, Aylmer, gone to U.S.; N. Hang, Elmira, Ont., sold out to Chas. Klink; W. D. McLoghlon, Jeweller, London, removed to Windsor; J. H. Shannon, Jeweller, Owen Sound, removed to Mount Forest.



THE LARGEST
Clock House
IN CANADA.

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH,
NEW HAVEN, GILBERT,
AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS,

31 Wellington, 40 Front St. East,
TORONTO.

PRESENTATION WALKING

CANES!

WITH

Gold and Silver Heads

AND

EBONY STICKS.

A LARGE ASSORTMENT

Of these Goods just to hand. Assorted sizes and prices.

ZIMMERMAN, McNAUGHT & Co.
TORONTO.

GEO. E. COOPER,

Ornamental and General Engraver,

31 KING STREET EAST,

TORONTO, - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

INSTRUCTION GIVEN.

1,000

Best Watchmakers'
TAGS!

Sent to any address, post-paid on receipt of

90 CENTS.

LONDON CARD COMPANY,

LONDON, - - ONT.

U. S. Tariff Reform.

The indications of coming tariff reform in the United States are accumulating. At present we do not know what would be the popular verdict upon the question if it were put to the vote. The views put forward by the newspapers, though divergent, are increasingly earnest, and more frequently expressed; and this is a good sign, because it points to a growing popular attention to the burdens of protection. For the moment, however, the interest in the question is centred in the action of the Ways and Means Committee of the House of Representatives, with which important changes in the fiscal system of the United States usually originate. For a long time past the Committee has been engaged, with some show of energy, in considering how reductions in the tariff should be begun and how far they should go. Sometimes it has appeared that abolition or reduction of duty on a few articles would be recommended to the House on the ground that in these cases the duty was exceptionally burdensome. Afterwards the more probable course seemed to be that the duties would be lessened to a moderate extent over a wide area. The opinion appears now to be growing that the Committee, in the absence of popular pressure, is really temporising, and that in fact, nothing will be done in the direction of tariff reform during the present session of Congress. There is no confidence in the ability or disposition of the Committee to deal broadly with the question. The Committee, has, however, agreed upon a bill recommending certain reductions and abolitions, and some advantage will be gained by a popular discussion of its details, although there is no really good prospect of its being passed. The bill deals with articles imported of the annual value of \$60,000,000. It places upon the free list a few goods, chiefly of raw materials, such as quinine. Upon certain kinds of raw wools the duty is reduced to 20 per cent. *ad valorem*, and upon some woollen manufactures to 30 per cent. Flannels and knit goods are charged 40 per cent. On steel mills the proposed new duty is 1 per cent. per lb., and upon other descriptions of iron and steel manufactures some reduction is proposed.—*Exchange*.

CLOCKS!

Just received. The LARGEST Variety of American and French CLOCKS

Ever imported into Canada.

ALL THE LATEST STYLES.

To CASH Buyers we offer SPECIAL INDUCEMENTS.

Newest Styles in Yankee Jewelry Exceedingly Cheap.

E. & A. GUNTHER,

Jordan and Melinda Sts., Toronto.

WATCHMAKERS ATTENTION!

We are prepared to sell

WATCH GLASSES

Lower than any one in the Trade

1st Quality W and B glasses in 16th,	\$6.00
2nd " " " "	3.00
3rd " " " "	1.90
4th " " " "	1.50

Orders to any amount filled without delay.

E. & A. GUNTHER,

TORONTO.

GORHAM MFG CO.,

UNION SQUARE, NEW YORK,

Manufacturers of the finest line of

SOLID SILVER, Flat AND HOLLOW WARE

in the world. Guaranteed standard quality 927 1-000 fine. Jewellers wanting Solid Silver Tea or Coffee Sets, Urns, Waiters, Epergnes, Baskets, &c., or cased goods of any description for presentations, can have photographs of these manufactures forwarded to them by express, by applying to the Company's Wholesale Agents,

Zimmerman, McNaught & Co.,

56 Yonge Street, Toronto.

T. WHITE & SON,

Manufacturing Jewelers,

—AND—

LAPIDARIES,

12 MELINDA ST.,

TORONTO.

Canadian Agates, Amethysts, &c.,

Polished and Mounted for the trade. Storekeepers in town and country will find all work good at moderate prices.

N. B. Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

W. MILLICHAMP & CO.

SHOW CASE MANUFACTURERS,

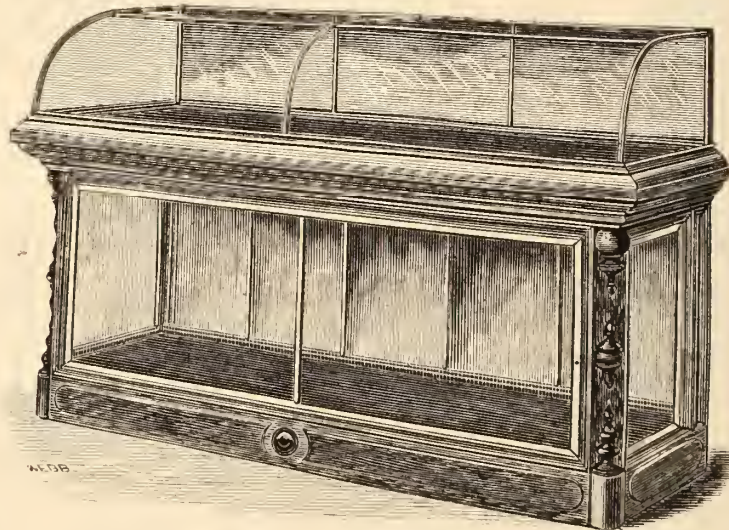
Gold, Silver and Nickel Platers.

(MILLICHAMP'S BLOCK),

29 TO 35 ADELAIDE ST. EAST.

We have to thank our many friends throughout the Dominion for their very liberal patronage during the past twelve years. Our facilities for manufacturing are greater than ever. Our goods for quality of material, style and construction cannot be beat.

We have made great preparations for the fall trade, having enlarged our premises. Also put in the latest and most improved machinery. We have, without doubt, one of the most complete factories on the continent. Our plating establishment is also complete in every department. And, as we have for the past 12 years, we do to-day lead the trade in our lines.



W. MILLICHAMP & CO.,

SHOW CASE MANUFACTURERS,

Gold, Silver, Nickel and Brass Platers in Electro and Close Plate.

CARRIAGE WORK A SPECIALTY.

Shop Fittings, Nickel Silver, French Polished, Walnut and Ebonized Silver Jointed Show Cases.

Goods delivered F.O.B. at Toronto and guaranteed safe to destination.

Catalogue Furnished on Application.

W. MILLICHAMP & CO.,

29, 31, 33, and 35 ADELAIDE ST. EAST, TORONTO.

WELCH & TROWERN, JEWELRY MANUFACTURERS

DIAMOND SETTERS,

AND

DEALERS IN PRECIOUS STONES.

FINE COLOURED GOLD LOCKETS, Brooches, Ear Rings, Ladies Opera and Long Chains, Gent's Chains, Sleeve Buttons, Front Studs, Diamond, Wedding, Gem, Chased and Signet Rings, Monograms, Charms, Masonic and Society Jewels, Gold and Silver Medals, &c., &c.

FINE SILVER LOCKETS, Napkin Rings, Trowels, Stick Heads, Silver Prize Cups, &c.

Our long experience and practical knowledge, in addition to the best machinery, enables us to manufacture the above in the best possible manner. Using the finest material, combined with neatness, durability and design, we trust to be favored by those desirous of having goods manufactured that can be confidently relied upon.

Orders received or Parcels sent for repairs, receive our prompt and personal attention.

Particular care exercised in Gilding, Altering and Repairing all styles of Jewellery.

36 ADELAIDE STREET WEST,

TORONTO, ONT.

West of Grand Opera House, between Yonge and Bay Streets.

TORONTO PLATING CO

GOLD, SILVER,
NICKEL AND

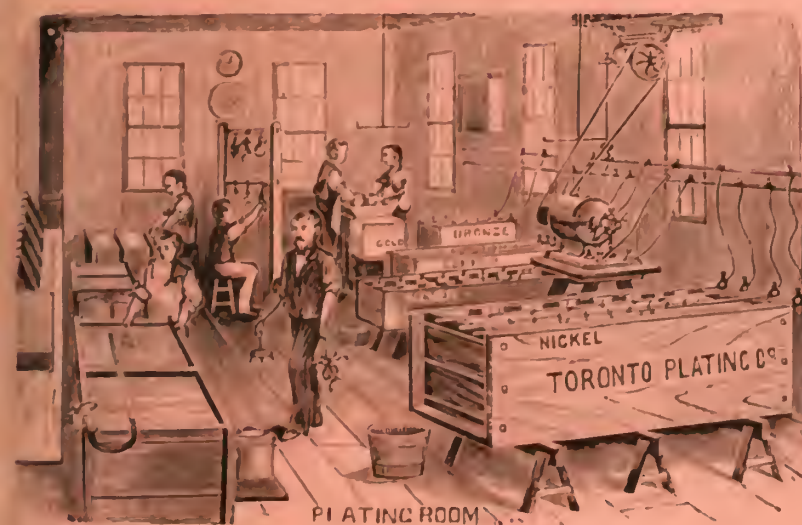
CLOSE PLATING

59 Adelaide St. West.

THE MOST COMPLETE

Plating & Polishing Works

IN THE DOMINION.



PLATING ROOM

Watchmakers, Gunsmiths, Scale Makers, Carriage Makers, Boat Builders, Locksmiths and Manufacturers of Surgical Instruments, Jewellery, Sewing Machines, Safes, Stoves, Brass Finishings, Plumbing, Skates, Band Instruments, Military Goods, &c., &c., will find it to their advantage to patronize us. Our premises have been fitted up at great expense and are provided with a Dynamo-Electric Machine and all the most modern and approved appliances for Plating and Polishing. All work is done under our personal supervision, and nothing is allowed to leave our workshop that is not perfect. We hope by Excellence of Workmanship and Low Prices to merit and retain a large share of the Plating Business of the Dominion.

P. W. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO.,**No. 31 KING STREET EAST, - - TORONTO.****MANUFACTURING JEWELERS AND WATCHMAKERS.****IMPORTERS AND JOBBERS.****WATCHMAKERS' AND JEWELERS' TOOLS, MATERIALS, LATHES AND
GENERAL SUPPLIES.****Diamonds, Real and Imitation Stones.**

ANNOUNCEMENT!

SPECIAL NOTICE.--We beg to notify the Trade that we have, during the last month, brought out experienced men from England direct, and have largely increased our facilities for manufacturing every class of Jewelry Work.

ELECTRO GILDING.—We have just opened in connection with our present factory a new room devoted entirely to Fine Electro Gilding, and placed it under the superintendence of a first-class man brought by us direct from Birmingham. Hereafter the Trade will be enabled to get their work done always a fine color at once.

NOVELTIES.—We shall produce during this fall new designs in our 10 and 15 Kt. Gents' and Ladies' Chains. Earrings, Brooches, Bracelets, Signet and Band Rings in great variety, and Diamond Mounted Work.

OUR FACTORY is now, we can confidently assert, the most complete in Canada, and we intend to produce all lines of Gold goods equal to imported. **ORDERS** for fall supplies we respectfully request to have sent in as early as possible, so as to ensure punctuality.

SPECIAL FIGURES for **LARGE CASH ORDERS** in Chain Work, &c.

Tool and Material Supply Department.

In this branch we have made preparations for a very large trade. Our new importations, to be opened this week, are the largest we have brought out, which, together with our present large stock, will render it complete in every line, and will embrace the first imported Swiss Nickled Tools brought to Canada. A great variety of improved Tools in almost every line, including Universal Lathes with 5 action slide rest; Combined Universal and Rounding Tools, new system turns; Screw Head Tools, with chucks; Combined Mainspring, Self-acting Shear Punches, &c., &c.

IMPROVED SWISS FOOT LATHES, superior to American and nearly one-half the cost. Illustrated Sketch Book and full particulars supplied on application.

Silk Gnards, Woollen Guards, Silk Alberts Steel and Nickel Chains in great variety. Nest Boxes, Ring Boxes, Super Cards, Parchment, Silk and Cotton Tags, Morocco Cases, &c., &c.

The Trade, during their stay in the city, are respectfully invited to call and inspect our complete stock, and make our place their headquarters during Exhibition. For convenience of those visiting we shall keep our place open in the evenings.

P. W. ELLIS & CO.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, OCTOBER, 1880.

NO. 2.

PLATED WARE.

Messrs. Zimmerman, McNaught & Co. have pleasure in informing the trade that they have been appointed sole wholesale Canadian agents for the celebrated manufactures of Messrs. Rogers, Smith & Co., of West Meriden, Conn. These goods have been tested by consumers for more than a quarter of a century, and their reputation is so thoroughly established throughout the United States and Canada, that anything we might say about them would appear superfluous. We propose keeping constantly on hand a full stock of HOLLOW WARE, of their manufacture, consisting of

Cruets, Butter Coolers, Cake Baskets, Card Stands, Berry Bowls, Water Pitchers, Epergnes, Tea and Coffee Setts, Urns, Children's Cups, Communion Ware, &c., &c.,

and our customers can always rely on having their orders promptly filled and getting the best value for their money. We have always made it a principle to sell no goods that we cannot fully guarantee, and in offering the Rogers, Smith & Co.'s goods to the Canadian trade, we feel satisfied that they will meet every requirement. We shall be pleased to have our friends call and inspect our new fall stock. It will pay them. New illustrated catalogues now ready, and will be sent to the trade on application.

ZIMMERMAN, McNAUGHT & Co.,

SOLE WHOLESALE AGENTS FOR CANADA,

56 YONCE STREET, - TORONTO.



W. M. COOPER,

Manufacturer, Agent and Dealer in

GUNS, RIFLES,

And Sporting Goods of all kinds.

29 KING ST. WEST

TORONTO.

I have pleasure in informing the Trade that I remove my business to larger and more commodious premises, and that in future I shall be found on the first floor of Manning's New Block, No. 29 King St. West, where I shall be happy to meet any of my customers in want of

RIFLES, GUNS or SPORTING GOODS OF EVERY DESCRIPTION.

As heretofore, I shall keep Guns manufactured only by the best English makers, which are guaranteed to give entire satisfaction to the purchaser and fully sustain the well-earned reputation of the manufacturer. They are imported under my own special supervision and close inspection, and the public may rely on obtaining only first-class goods, as I shall offer no other for sale. Illustrated Catalogues sent free on application.

W. M. COOPER, Canadian Agent for W. W. GREENER, Birmingham, W & C SCOTT & SONS, Birmingham, GEORGE GIBB Bristol, WILLIAMS & POWELL, Liverpool, THOMAS TURNER, Birmingham

ZIMMERMAN, McNAUGHT & CO.,
The Leading Plate House
OF CANADA.

P. W. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO.,

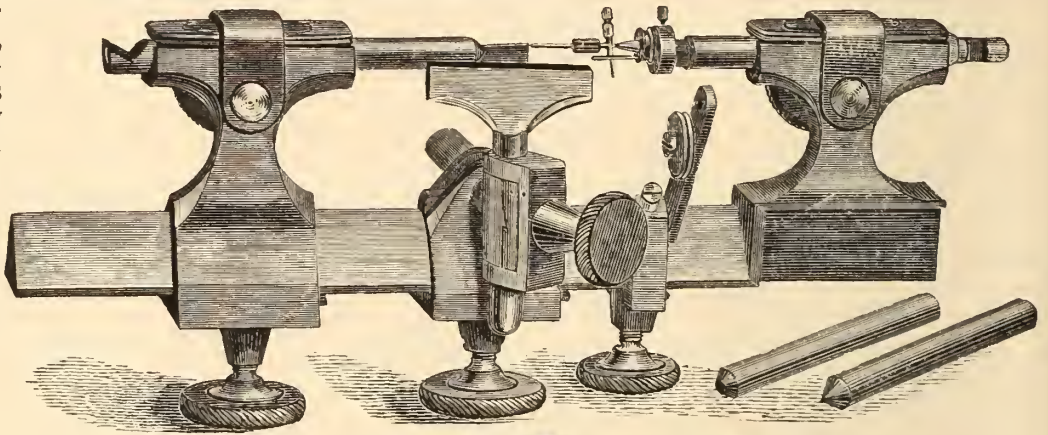
No. 31 KING STREET EAST, - - TORONTO
MANUFACTURING JEWELERS AND WATCHMAKERS.

IMPORTERS AND JOBBERS.

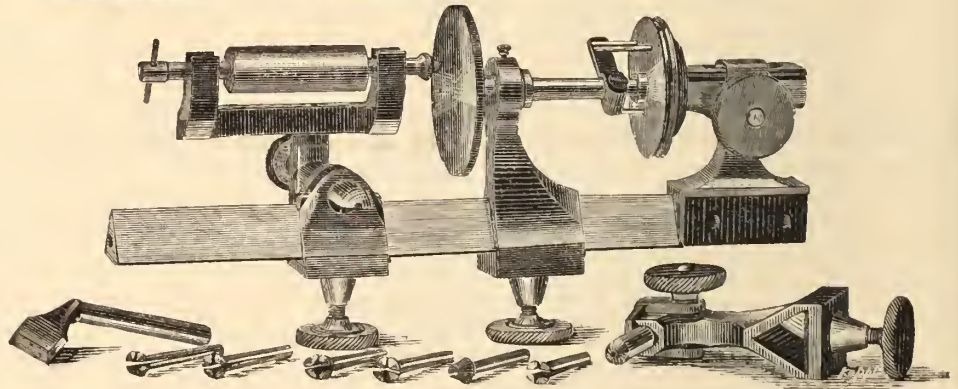
WATCHMAKERS' AND JEWELERS' TOOLS, MATERIALS, LATHES AND
SILK GUARDS. | GENERAL SUPPLIES. | SILK ALBERTS.Diamonds, Real and Imitation Stones

We are Sole Agents for these improved Foot Lathes, far superior and much cheaper than the American. Cuts shown are a few of the many attachments which go with the lathe when complete.

This cut represents size A Lathe, with Centres for turning Pinions, Staffs, &c., with far more precision and working more delicate means with hair bow. Nine accurate ready-made improved Centres supplied.

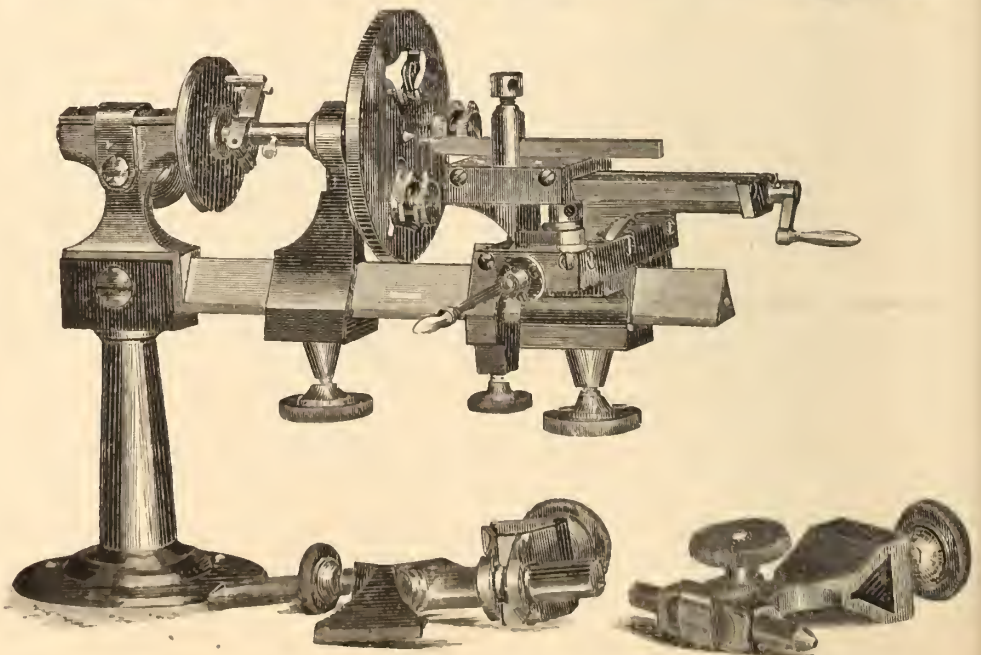


This cut represents Size A. Lathe, with Attachments for polishing Screws, Pins, &c., by use of Split Chucks. Holder revolving on any angle, lap of Bell Metal.



This cut represents size C. with attachment to use as Mandrill or Universal complete, Slide Rest moves in all directions, longitudinal and transverse. It will turn straight or tapering, and face or square up surfaces by means of this slide rest, spindles of any kind, Barrel Arbors, Pinions, Screws, &c., all can be fitted exactly and without difficulty.

Good staff of efficient watch repairers. All trade work done with despatch at lowest rates.



Send for our Illustrated Catalogue of above Lathes and many new Tools, mailed free. Most complete stock of Tools, Materials, &c., in Canada.

THE TRADER.

TORONTO, ONTARIO, OCT. 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada.

Advertising Rates.

Full Page.	\$20 00 each issue.
Half Page.	12 00 "
Quarter Page.	8 00 "
Small Advertisements.	5 cents per line.

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

Box 1325, Toronto, Ont.

BILLS PAYABLE.

In these days of modern enterprise when merchants like every one else have to discount the future, a man's promise to pay, if put upon paper, and properly stamped according to law, possesses a certain intrinsic value, which business men are not slow to take advantage of. A merchant's promissory note like any other article of merchandise has a certain value, and this value depends entirely upon the confidence which the purchaser has in the ability of the maker to redeem it. The paper of a merchant who has capital enough to run his business, and the reputation of meeting his notes promptly as they mature, is always in demand, and as a result his credit stands him in good stead when he comes into the wholesale markets to purchase the goods necessary for him to carry on his business. A merchant's credit now-a-days depends almost entirely upon his method of meeting his payments, and no more certain commercial barometer could be desired than that furnished by his method of dealing with this matter.

Credit is a delicate plant, and one moreover that requires to be carefully watched and guarded in order to keep it healthy and flourishing. Many a dealer who is probably "good enough," for all he owes, has succeeded in almost ruining his own credit by sheer carelessness and neglect of ordinary business precautions. If he has a note maturing, it is not only possible, but extremely probable that he is entirely ignorant of its amount, and the day on which it is due. If he is aware of these facts he may probably put off hunting up funds to meet it, until it is too late—the result in either case is that he is forced to place himself under a compliment to the wholesale dealer to protect it for him

or it is protested for non-payment, and his credit irreparably injured. Now, no merchant fit to be in business at all, would ever desire his paper to be protested for non-payment if it could be avoided, and we are satisfied that many of our commercial delinquents err rather from want of knowledge than intent. To such we offer a few simple rules which will make such transactions much more satisfactory both to the wholesale dealer and themselves.

First, then, *every merchant should keep an accurate account of his bills payable.* For fifty cents a specially prepared book can be had which will show at a glance what you owe and when and where it becomes due. To be of any service at all this book should be accurately kept and ought to be a complete record of each note or draft, telling its date, amount, where payable and when due. The proper time to enter these details is when you are signing the note or accepting the draft. It should never be left over for a more convenient season, for such a time never comes, and further this is the only time when it can be accurately performed. It would be considered folly for a merchant to leave all his credit sales till the close of the day's business, and then attempt to enter them from memory, but such a thing would be no greater an indication of folly than for him to expect to make a record of his bills payable in a similar manner. The former would result in loss of money, and the latter in loss of reputation and business prestige, a thing no merchant who has any ambition would ever desire. Very few first-class wholesale houses now-a-days advise their customers of the maturity of their own notes, as such a notification would seem to imply that they regarded the makers as either incompetent or forgetful, and where such a course as we have pointed out above is pursued, it is entirely unnecessary, as the merchant himself has a complete and accurate record, which he should carefully examine day by day.

Second, *provision for the payment of any note or acceptance should never be left off until the last minute, but should be arranged one or two days before it is due.* If you can pay it in full so much the better for all concerned; it is but just to yourself and the wholesale dealer who endorses it, and it is better to know it before you are called upon for the money.

If, unfortunately as sometimes happens, you are unable after all your efforts to

meet it in full, you should arrange with the wholesale dealer at least one day before it is due. Some people have a bad habit of leaving such things off until the last moment, and then when they find themselves stuck, telegraph to the wholesale merchant to recall note. Such merchants seem to think that the wholesale dealer has nothing else to do, but to attend to their individual notes, while the fact is, he may have several other similar applications for favours on the same day. Such a practice cannot be too strongly condemned, as it is unjust to the wholesale dealer and unbusiness like in the extreme. If after your best efforts you feel satisfied that you cannot meet your obligation in full, you should at once communicate with the wholesale merchant and let him know the best you can do in this matter, next to payment in full. This is the most satisfactory method of settlement; and it is but just to the wholesale dealer who has the whole financial part of the business on his shoulders.

Bad as the merchant may be, who, while doing his utmost to raise the money, leaves it off till too late, and is then forced to disturb the wholesale dealer, he is a king to him whose ignorance keeps him unconscious of his obligation, or whose carelessness makes him indifferent to it. In either case the result is the same and is discreditable to the individual. For the merchant who honestly tries his best to pay his bills as they mature, there is usually consideration and assistance, but for the other class who systematically ignore all such conventional usages there is rarely either the one or the other.

As we have endeavoured to show it is just as easy, and certainly more business like and agreeable, to transact such business properly so as to afford general satisfaction instead of constant worry and annoyance, and we are satisfied that if some of the retail merchants who find these matters going wrong, were to practically adopt these simple suggestions, they would find such business simpler and much more satisfactory.

CANADIANS ABROAD.

We are glad to learn that the United States Government has recognized the ability and services of Mr. Donald D. Manson, formerly of this city, by appointing him to the position of Hon. United States Commissioner, to the Australian International Exhibition. Mr. Manson is a gentleman of great ability, and his numerous friends throughout Canada will

be pleased to hear that his merits have been thus officially recognized. On the anniversary of American Independence, Mr. Manson invited a number of prominent New South Wales citizens to dine with him at Sydney, a full account of which copied from the "*Sydney Echo*" of July 6th, will be found elsewhere.

The speech of Mr. John Davies, M. L. A., is well worth reading, as it forms in itself a complete refutation of the slanderous charges circulated by the Canadian agent of Thos. Russell & Sons, of Liverpool, England, to the effect that the honors won by the Waltham Watch Company were secured by bribery and fraud. Mr. Davies, besides being a prominent citizen, is a member of the Legislative Assembly of New South Wales, and should be in a better position to speak correctly about the awards at the Sydney Exhibition than an irresponsible agent thousands of miles away. Mr. Davies speaks from personal knowledge and not from mere conjecture or hearsay, and being a thoroughly disinterested party his words should carry conviction with them. In reference to the award to the Waltham Watch Company, Mr. Davies says, "The establishment which that gentleman (Mr. Manson) represented, had so greatly distinguished itself at our recent Exhibition, as to take away to the United States the only premier prize in the shape of a Gold Medal. It would be readily admitted that *the prize had been fairly and honestly won, because the Waltham watches had passed through the hands of scientific gentlemen who were fully qualified to perform the task.* He was satisfied that the testing had been of such a searching character as to place it beyond all doubt that the gentleman who was their host that day, was in every respect worthy of the distinction he had won."

We stated in our recent review of this watch controversy, that we had not the slightest doubt that the award was an honest one and won entirely on its merits. The speech of Mr. Davies shows, that whatever the Canadian agent of Russell's may think or say, people on the spot whose opinions are worth anything, seem to have no doubt on the subject.

CHEAPER RAILWAY FARES.

A considerable agitation is at present going on in Canada for the purpose of trying to reduce the present rate of railway passenger rates. The maximum rate as fixed by Act of Parliament is

three cents per mile for first-class passengers, a rate probably not excessive at the time it was passed, but one which seems exceedingly high now. This rate was fixed at a time when railways were comparatively new, and their construction and equipment a much heavier financial matter than at present. With cheaper construction and equipment, and a largely increased passenger and freight traffic, it is scarcely to be wondered at if the profits on some of our best railroad stocks is an enormous one, and the public are now seriously beginning to ask the question, why, when everything else is becoming cheaper, should railroad fares continue at the old price? The fact that at certain seasons of the year, the railways can afford to reduce their rates to one quarter, and even less of their regular price, would seem to prove that they could permanently afford to reduce it to two cents per mile for first-class passengers, and still make as much money as they do at present. We are satisfied that if railway fares were reduced so as to make two cents the maximum price per mile, instead of three as at present, the increased volume of passenger traffic would more than make up for the reduction. The New York Central Railroad, which, according to its charter is not allowed to charge more to first-class passengers than two cents a mile, is a good illustration of how the principle would work if applied in Canada. It not only pays a good dividend, but is enabled from its earnings to maintain its position as the safest and best equipped railroad on the American continent. We are a travelling people, and cheap railway fares are as much a necessity with us as cheap bread and butter, if we want to grow and flourish commercially. The member of Parliament who will get a law passed reducing the present excessive rates will not only deserve well of his country, but confer a benefit on the railways themselves.

CANADA'S GREAT FAIR.

The second Exhibition of the Toronto Industrial Association, which was held in this city from the 6th to the 21st of September, was, if anything, a more complete success than their inaugural meeting. With more extensive buildings, better perfected arrangements, and a largely increased prize list, this was to have been expected, but the result has not only equalled, but far exceeded these expectations. To say that the Exhibition was

a grand success, is but stating a fact which is admitted by everybody who saw it, but it has proved itself more than that. It has demonstrated the fact that the time has fully come when such permanent Exhibitions will have to take the place of the effete and worn out perambulating system. The success of the Toronto Exhibition this year has shown conclusively that private enterprise is better adapted to manage this kind of business than any official machinery having only the incentive of salary, and consequently its success will be the death knell of the Provincial Exhibition.

Ever since the Toronto Exhibition closed this question has been freely and fully discussed by papers in various parts of this Province, and the unanimous verdict seems to be that it is time to do away with the perambulating Provincial, and let it be permanently located at Toronto. There is no doubt that if it is necessary to have a permanently located Provincial Exhibition, Toronto is the only fitted place for it, but we are strongly of the opinion that the time is now past when any such organization is either wanted or necessary. Our "Central Fairs" run by local organizations are well calculated to do all that is required, for the display of local agricultural products, while the Toronto Industrial Exhibition, will always prove itself in the future as in the past the "premier" Fair of Canada, no matter by what official and high sounding name its rivals may be called. Toronto has the money to make up an inviting prize list, the accommodation and its attractions for visitors are unequalled by any city in this province, while its central location and ease of access must always give it a great advantage over other Canadian cities, in getting together a thoroughly representative collection of national products and manufactures.

If anything were wanting to prove this position, the fact that during the past two years the Central Fairs organized and run by the local enterprise and capital have paid their way and put past something to the good. The Provincial with all the advantage of prestige and patronage, and an annual government bonus of \$10,000, has succeeded in netting a deficit. If any one can point out to us what benefit was derived from the second rate show held in Hamilton this year under the name of the Provincial Exhibition, except by the salaried officers of the concern, we would like to hear them. The truth is, as we have said before, such

perambulating Exhibitions are a relic of a by-gone time and are completely behind the age. It is a well defined law in political economy, that governments should never assume the control of any work that can be equally well performed by private enterprise.

The experience of the past two years has fully demonstrated the fact, that private enterprise can run our Exhibitions and make them pay, and if such be the case, it is in itself evidence that the time has arrived, when government supervision in this direction ought to cease. If government want to spend money on agricultural and other fairs, let them make appropriation and divide it according to the size of electoral districts. If bonusing must be, this is the only fair way for to do it; the present system is eminently one sided and unfair, inasmuch as it levies a tax upon the whole Province for the benefit of whatever locality the Provincial happens to be held.

The managers of the Toronto Exhibition are now trying to work out the idea of holding a world's fair here next year. It is a grand idea, and if properly carried out will do a vast amount of good, not only to Toronto but to the country at large, inasmuch as it will advertise it thoroughly wherever the newspaper press has penetrated. They have, we understand, already taken the initiative step by making arrangements for the transfer here of the Australian Exhibit at the Melbourne Exhibition.

We trust that the project will be carried out in such a manner as to reflect credit upon the city and country at large.

Selected Matter.

CANADIANS IN AUSTRALIA.

A number of gentlemen accepted the invitation of Mr. Donald Manson, Honorary United States Commissioner, to lunch with him yesterday at Petty's Hotel. Among the guests were American citizens, as well as gentlemen of distinction in this colony. The lunch was of the most recherche description, and the host did the honours of the table with all the grace and refinement of an American gentleman. After lunch, Mr. Manson (who, in addition to being Honorary United States Commissioner to the International Exhibition, is also representative of the Waltham Watch Company) proposed a toast. He said that since he

had arrived in Sydney he had met many gentlemen connected with the Parliament, the Press, and the International Exhibition, and on this occasion, which was perhaps the last on which for the present he should be able to meet them, he felt bound to express his grateful recognition of the kindnesses which had been shown towards him, and of the complimentary remarks which had been made in regard to the great company which he had the honour to represent. (Cheers.) Personally he felt the compliment deeply, and he had no doubt that the Waltham Watch Company would also be gratified at the very favourable reception which was accorded to its representative. He believed that the recognition which the company had received would be valuable not only to it, but also to this colony. (Hear, hear.) He had been delighted with what he had seen in Sydney, and regretted that his stay was not likely to be of longer duration. He had invited his friends to meet him to celebrate the anniversary of the Independence of the United States, but he remembered that he was in a British colony, that many of his guests were Englishmen, that the British Empire was one of the greatest on the face of the earth, and that it was presided over by one of the greatest and most estimable of monarchs. (Cheers.) He had, therefore, much pleasure in proposing "The health of Her Majesty Queen Victoria." (Cheers.)

The toast was drunk with all the honours.

Mr. Edward Combes, C.M.G., in felicitous terms spoke of American enterprise and vigour, and of the relationship which existed between the United States and the mother country. He said that recently he had the advantage of passing through the United States, and he had been delighted with everything he had seen, but with nothing more than the genial kindness of the American citizens. He could not wish to be among a better class of people, and he had much pleasure in inviting those present to join with him in drinking to the health of the head of the Great Republic—"The President of the United States of America." The toast was drunk with great enthusiasm.

The Chairman (the host) proposed the toast of "The Press," which was suitably responded to.

At the request of the Chairman, Mr. S. Cook proposed "The Kingdom of Holland." He referred to one or two characteristics of the Netherlands, and special-

ly to the representative of that country at the recent Exhibition, and the Australian experiences.

The toast was cordially received, and Mr. De Groot, Pen., made a very happy and humorous response.

"New South Wales" was proposed by Dr. Garran, and "Captain Cobb"—as representative of the bridge which unites America and Australia—by Mr. Hugh George. Captain Cobb responded.

Mr. John Davies, M.L.A., proposed the health of the host. He said that most of the gentlemen present had had the pleasure on previous occasions to meet their friend Mr. Manson. At all times they had found him to be a noble representative of the great country from which he hailed. (Hear, hear.) Mr. Manson was not only Honorary Commissioner for the United States, but he was also the representative of one of the largest industries in the world—he thought he might say, the largest industry of its kind in the world—that of watchmaking. The establishment which that gentleman represented had so greatly distinguished itself at our recent Exhibition as to take away to the United States the only premier prize in the shape of a gold medal. It would be readily admitted that the prize had been fairly and honestly won, because the Waltham watches had passed through the hands of scientific gentlemen who were fully qualified to perform the task of judging. (Hear, hear.) He was satisfied that the testing had been of such a character as to place it beyond all doubt that the gentleman who was their host that day was in every respect worthy of the distinction he had won. It was a source of pleasure to them to know that the coveted prize had fallen into such good hands, Mr. Manson's hospitality and his courteous demeanour were of such a character as to make him a warm and welcome friend among those who had the advantage of his society, both at the Exhibition and in the social circle. He had very great pleasure in asking them to drink health and prosperity to their host.

The toast was received with much warmth, and was responded to by Mr. Manson.

Business Changes for September.

C. C. German, Jeweller, Plattsville, Ont., closing up business. F. Nesbitt & Co., Woodstock Ont., sold out to Dickinson & Crauston. Toronto Plating Co., Toronto, have sold out to Rothchild & Co., Jewelers, Toronto. Mr. Rothchild retired. R. Hurvick, continues under same style. Lyman J. Walker, Hardware, Truro, N. S., sold out to Walker & Hanson. Horsman & Horsman Hardware, Waterford, removed to Toronto. George Southgraves, Jeweller, Emerson, has closed up. C. Snowdon & Co., Hardware, Montreal, E. M. Lewis, retired, the remaining partner continued. H. M. Clelland, Hardware, Collingwood, selling off at auction. E. R. Remy, Jeweler, Springfield, Ont., has sold out.

NOTES.

BURGLARS are plentiful in Toronto at present. Jewelers ought to see that their property is well protected during their absence from the store.

THE Jewellery establishment of Mr. W. F. Tasker, of this city, was burglarized last week, and about \$1,000 worth of goods stolen. There is no clue to the thieves.

MESSRS. WOOD & BODERICK, of St. Thomas, Ont., who commenced about a year ago, in the Crockery line, have given up business, it is said, on account of the excessive competition. We understand they purpose remaining in St. Thomas, and going into another line of business.

ELECTRO-PLATED WARE is likely to be scarce this fall, owing to the unusual activity in commercial circles in the United States. Buyers ought to order early and avoid last year's fix.

WATCHES, both Swiss and American, are hard to get. Cheap American Movements can't be had for love or money, because the factories can't supply their home market. Swiss Watches are also getting in better demand, as they are now successfully imitating the American movements and cases.

MESSRS. Bingham & Smith, opened out, something over two months ago, a fine auction room in this city, for which they were to pay a rental of \$1,000 a year. Neither of the firm appears to have had any capital, and the landlord says he has received no rent. Both parties seem to be missing, leaving nothing available for creditors.

JAMES HESSIE, for many years employed as a blacksmith at the Irvine foundry at Elora, died in Brampton recently. He has been a hard working man, and in the space of thirteen years made \$8,000 by the hammer and saved it. At the time of his death he was worth \$15,000. Industry and economy in his case brought comparative wealth; possibly, however, care of his health was not included among other good habits.

THE days are now past and gone for ever when any firm can repose upon its celebrity. Competition and advertising have revolutionised business altogether, and when energy directs both, old houses feel the pinch severely. There is nothing like keeping ourselves well before our customers. Says the *London Printer and Stationer*, an advertisement should be like a continual invitation to a feast—seductive and satisfying in result. Further, good goods will always pay for advertising, new customers will come again.

A DISSOLUTION of the wholesale hardware firm of Messrs. C. C. Snowden & Co., of Montreal, is reported. Mr. L. M. Lewis will retire, the business being continued by the remaining partners.

CHANG LEE, a Chinaman, is in jail in Cincinnati, Ohio, for perpetrating an ingenious swindle on two fellow Mongolians. He procured a rough chunk of brass weighing 26 pounds, doctored the edges with gold, and represented it as a huge lump of bullion, which had been stolen and could not be disposed of in this country without great risk. The two purchased it for \$2,000, expecting to clear \$3,000 or \$4,000 by shipping it to China.

THE *Sarnia Observer* relates, upon the testimony of an observant traveller by an early train, that no less than 94 vessels of one kind

or other were visible at one time, lying at the docks or passing up and down the river St. Clair, in front of that town. The majority of them were large sailing vessels with all sails set, a sight that is not only fitted to gladden the eye of an artist or a sailor, but is an index of the wondrous inland commerce of the great lakes.

AN American journal asks:—"Is this a foreign country?" "Russia leather is made in Connecticut, Bordeaux wine is manufactured in California, French lace is woven in New York, Italian marble is dug in Kentucky, Marseilles linen is produced in Massachusetts, English cassimere is made in New Hampshire, Parian art work comes from a shop in Boston, Spanish mackerel are caught on the New Jersey coast, and Havana cigars are rolled out by the million in Chicago."

CLOCKS!

Just received. The LARGEST Variety of American and French CLOCKS
Ever imported into Canada.

ALL THE LATEST STYLES.

To CASH Buyers we offer SPECIAL INDUCEMENTS.

Newest Styles in Yankee Jewelry
Exceedingly Cheap.

E. & A. GUNTHER,
Jordau and Melinda Sts., Toronto.

T. WHITE & SON,
Manufacturing Jewelers,
—AND—
LAPIDARIES,
12 MELINDA ST.,
TORONTO.

Canadian Agates, Amethysts, &c.,
Polished and Mounted for the trade. Store
keepers in town and country will find all work
good at moderate prices.
N. B.—Always on hand a stock of
Stones, Imitations, Locket Glasses, &c
Unsurpassed in the Dominion.

THE
'Commercial Traveller'
AND
'Mercantile Journal.'

*The only Organ of the Commercial Man
in Canada.
Published monthly at \$1.00 per year in
advance.*

Invaluable to Commercial Hotels as a
medium of advertising, and to country mer-
chants for its reliable and authenticated price
lists current. No merchant should hesitate
to send in his dollar for one year's subscrip-
tion to the *Commercial Traveller*, mailed to
any address POST PAID.

Box 21, Commercial Traveller Office,
London, Ont.



THE LARGEST Clock House IN CANADA.

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH,
NEW HAVEN, GILBERT,
AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,
Sole Agents for SETH THOMAS CLOCKS,
31 Wellington, 40 Front St. East,
TORONTO.

PRESENTATION WALKING
CANES!
WITH
Gold and Silver Heads
AND
EBONY STICKS.

A LARGE ASSORTMENT

Of these Goods just to hand. Assorted sizes and prices.

ZIMMERMAN, McNAUGHT & Co.
TORONTO.

WELCH & TROWERN.

WELCH & TROWERN, JEWELRY MANUFACTURERS

DIAMOND SETTERS.

DEALERS IN PRECIOUS STONES.

FINE COLOURED GOLD LOCKETS, Brooches, Ear Rings, Ladies Opera and Long Chains, Gent's Chains, Sleeve Buttons, Front Studs, Diamond, Wedding, Gem, Chased and Signet Rings, Monograms, Charms, Masonic and Society Jewels, Gold and Silver Medals, &c., &c.

FINE SILVER LOCKETS, Napkin Rings, Trowels, Stick Heads, Silver Prize Cups, &c.

Our long experience and practical knowledge, in addition to the best machinery, enables us to manufacture the above in the best possible manner. Using the finest material, combined with neatness, durability and design, we trust to be favored by those desirous of having goods manufactured that can be confidently relied upon.

Orders received or Parcels sent for repairs, receive our prompt and personal attention. Particular care exercised in Gilding, Altering and Repairing all styles of Jewellery.

36 ADELAIDE STREET WEST,

TORONTO, ONT.

West of Grand Opera House, between Yonge and Bay Streets.

WELCH & TROWERN.

SPECIAL NOTICE TO DEALERS.

Our stock of American jewelry is now the largest in Canada, and is most complete in every department. Buyers wishing a nice assortment for the fall trade should lose no time in ordering, as the demand in the United States is so great that goods are almost certain to be both scarcer and dearer before the season closes. Early purchasers will thus have the advantage of better prices and better assorted stocks to select from.

GIVE US A CALL.

ZIMMERMAN, McNAUGHT & Co.
Toronto.

ENGLISH GOLD JEWELRY.

We beg to inform our friends that our New Goods are now arriving, and we shall show during the month of October, one of the Largest and Newest Stocks in the country.

ALL NEW GOODS!

We also keep a Full Line of
WALTHAM
WATCHES,
GOLD AND SILVER CASES,
of the best American Manufacture. We invite the trade visiting the city to come in and look at our goods, and will show them with pleasure.

J. SEGSWORTH & Co.,
Cor. Scott & Wellington Sts.,
TORONTO.

1,000
Best Watchmakers'
TAGS!
Sent to any address, post-paid on receipt of
90 CENTS.

LONDON CARD COMPANY,
LONDON, - - - ONT.

GEO. E. COOPER,
Ornamental and General Engraver,
31 KING STREET EAST,
TORONTO, - - - ONTARIO

ALL KINDS OF PLATE, JEWELLERY, ETC.
TASTEFULLY ORNAMENTED.

Inscriptions, Monies, Crests and Monograms designed and engraved in first-class style. Terms Cash.

INSTRUCTION GIVEN.

ELECTRO-PLATED FLAT WARE.

"The only guarantee for a good and sufficient plate is the integrity of the Manufacturer."

SPECIAL NOTICE.

We desire to notify the trade that we have been appointed sole Wholesale Agents for Canada for the sale of the celebrated Flat Ware manufactured by

ROGERS, SMITH & CO., of West Meriden, Conn.

This brand of Flat Ware has been tested by the American public for the last thirty-three years, and has given such entire satisfaction that it has come to be regarded as the standard of excellence for all goods of this kind. So celebrated have these goods become on account of their superior wearing qualities that imitations are constantly being put upon the market. We desire to warn the trade, however, that the company do not guarantee any goods unless stamped with their trade mark,

"1847—ROGERS BROTHERS.—A-1."

All such goods they guarantee to be plated at least 25 per cent. over the market standard, hand burnished, and to be the best value goods in the world. Particular attention is invited to their patent **"Sectional Plated Forks and Spoons,"** by which the parts most exposed to wear receive an extra coating of silver three times the usual thickness. The sectional plate is recommended for hard service, and is worth many times the additional cost in durability. The trade mark on all such goods is

"1847.—ROGERS BROS.—XII."

We have in stock a full line of the above goods (in A-1 and XII. qualities) of the Tipped and Imperial patterns given on this page, and are prepared to fill any orders our customers may be pleased to entrust us with. All goods guaranteed. Sample orders solicited.

ZIMMERMAN, McNAUGHT & Co., 56 YONGE-ST. TORONTO.

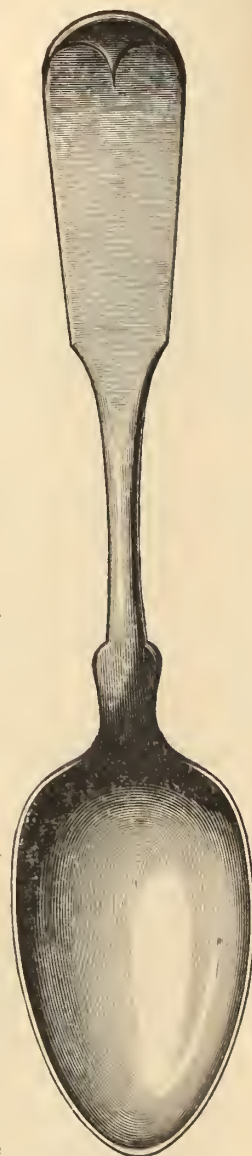
SHEFFIELD STERLING FLAT WARE.

The favor with which these goods have been received by the trader of Canada, and the admirable way in which they have stood the practical test of hard usage, has fully convinced us that they are all that the manufacturers claim them to be—**The Best Unplated Spoons and Forks in the World.** We have now in stock over three hundred gross of these celebrated spoons and forks, Tipped Pattern, all sizes and weights fully assorted, and are prepared to furnish them to our customers on the most favorable terms. These goods are the best known substitute for sterling silver, and are warranted to resist acids, keep their color, and improve with use. Every dozen is guaranteed as above with printed guarantee wrapper, and the trade is authorized in all cases where they prove defective, to return them and draw upon us for the invoice value. Dealers who have tried them will use no other. Wholesale only by the Company's Canadian Agents,

ZIMMERMAN, McNAUGHT & Co.



The Imperial Pattern.



The Tipped Pattern.

A. C. ANDERSON & CO.,

6, JOHN ST., NORTH,

HAMILTON,

During the Fall we shall show a Full Line of American Jewelry and Watch Material. Buyers visiting Hamilton will do well to call and inspect our Stock before purchasing elsewhere. Trade Work attended to promptly.

A. C. ANDERSON & Co., Wholesale Jewelers.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, NOVEMBER, 1880.

NO. 3

THE
'Commercial Traveller'
AND
'Mercantile Journal.'

The only Organ of the Commercial Man in Canada.

Published monthly at \$1.00 per year in advance.

Invaluable to Commercial Hotels as a medium of advertising, and to country merchants for its reliable and authenticated price lists current. No merchant should hesitate to send in his dollar for one year's subscription to the Commercial Traveller, mailed to any address POST PAID.

*Box 21, Commercial Traveller Office,
London, Ont.*

GEO. E. COOPER,
Ornamental and General Engraver,
31 KING STREET EAST,
TORONTO, - - - ONTARIO

ALL KINDS OF PLATE, JEWELLERY, ETC.
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

INSTRUCTION GIVEN.

W. M. COOPER,

Manufacturers Agent and Dealer in

GUNS, RIFLES,

And Sporting Goods of all kinds.

29 KING ST. WEST

TORONTO.

Canadian Agent for W. W. GREENER, Birmingham.
W & C SCOTT & SONS, Birmingham.
GEORGE GIBB, Bristol. WILLIAMS & POWELL,
Liverpool. THOMAS TURNER, Birmingham

I have pleasure in informing the Trade that I removed my business to larger and more commodious premises, and that in future I shall be found on the First floor of Manning's New Block, No 29 King St West, where I shall be happy to meet any of my customers in want of

RIFLES, GUNS or SPORTING GOODS OF EVERY DESCRIPTION.

heretofore, I shall keep Guns manufactured only by the best English makers, which are guaranteed to give entire satisfaction to the purchaser and fully sustain the well-earned reputation of the manufacturer. They are imported under my own special supervision and close inspection, and the public may rely on obtaining only first class goods, as I shall offer no other for sale. Illustrated Catalogues sent free on application.

\$50.00! ENGLISH **REWARD.** **GOLD JEWELRY.**

It having come to our knowledge that imitations of our justly celebrated "Sheffield Sterling" Spoons and Forks are being put upon the Canadian market, we desire to notify the trade that we have registered the name "Sheffield Sterling," as our Trade Mark in the office of the Hon. the Minister of Agriculture at Ottawa, (No. 1421) and that any person found guilty of illegally using the aforesaid Trade Mark, or vending any such imitation, is liable to prosecution for misdemeanor.

The test of ACTUAL WEAR has proved that our Genuine Sheffield Sterling Goods are the best unplated Spoons and Forks ever offered to the public of Canada, and their Trade Mark has become valuable as a recognized guarantee of superior excellence of quality and finish. In order to protect the Trade from the worthless imitations of our goods that are being imported into this country, we are prepared to offer the above reward for the conviction and punishment of any person illegally using the above Trade Mark or vending imitations of our goods. All our unplated Spoons and Forks are stamped "Sheffield Sterling" "Crown S or A," and every dozen is wrapped in a special guarantee wrapper. For sale only by **ZIMMERMAN, McNAUGHT & Co.**

We beg to inform our friends that our New Goods are now arriving, and we shall show during the month of November, one of the Largest and Newest Stocks in the country.

ALL NEW GOODS!

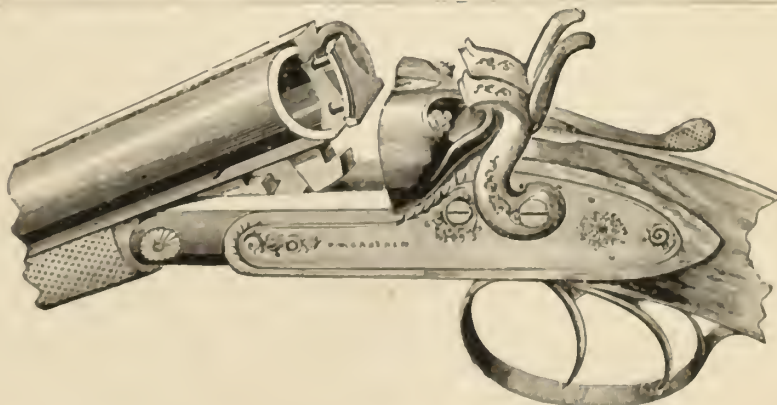
We also keep a Full Line of

WALTHAM **WATCHES,**

GOLD AND SILVER CASES,
of the best American Manufacture. We invite the trade visiting the city to come in and look at our goods, and will show them with pleasure.

J. SEGSWORTH & Co.,

Cor. Scott & Wellington Sts.,
TORONTO.



P. W. ELLIS.

R. Y. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO.,

NO. 31 KING STREET EAST, - - TORONTO,

Manufacturing Jewelers and Watchmakers,

IMPORTERS AND JOBBERS.

WATCHMAKERS', JEWELERS' AND ENGRAVERS' TOOLS, MATERIALS,
SILK GUARDS. | LATHES AND GENERAL SUPPLIES. | SILK ALBERTS.

Diamonds, Real and Imitation Stones

SPECIAL ANNOUNCEMENT.

We have much pleasure in notifying the trade that in order to still further meet the wants of our rapidly increasing business, and to enlarge considerably our manufacturing facilities enabling us to supply all the latest Novelties and Styles in Gold Goods. we have taken into partnership MR. R. Y. ELLIS. The new firm will be known as before, under the name of P. W. ELLIS & CO.

We trust that with an abundant capital and enlargement of our facilities, to still further merit the patronage so liberally extended to us by the trade throughout Canada. Our department will shortly be complete in every particular, and our constant aim will be as in the past, to show all the newest and best quality of goods. Thanking the trade for past favors,

We remain, yours, respectfully,

P. W. ELLIS & CO.

SOLE AGENTS FOR PATENT NICKEL DUST PROOF KEYS.

These Keys are now so universally used, that comment on their superiority over all others is unnecessary. We would call special attention to the new Gem Charm Key, the neatest Key for hanging on the chain ever introduced.

Send for sample and price.



STYLE C.



NEW
GEM DUST PROOF KEY

A Neat, Cheap and Substantial Charm Key.



STYLE A.

We beg to announce that we have a full complete stock of these Keys now on hand, and all orders will be filled promptly. We hope now with new arrangements with the manufacturers, to have constantly on hand a large stock to keep pace with the increasing demand.

Orders for any size and quantity filled at once. Samples cheerfully sent to any address on receipt of card.

SOLE AGENTS FOR

DUNCAN'S EASY FLOWING HARD SOLDER

AND DUNCAN'S NEW SPECTACLE HARD SOLDER,

Specially prepared for low quality gold spectacles, filled or hollow rings. Equal to best hard solder, and flows without trouble. Acknowledged by the trade to be a boon for jobbing purposes. It is put up in boxes with prepared flux and directions. Price 75 Cents.

We would respectfully request that all orders should be sent on as early as possible, intended for holiday trade, so as to ensure promptitude.

P. W. ELLIS & CO.

THE TRADER.

TORONTO, ONTARIO, NOV 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada.

Advertising Rates.

Full Page.	-	-	\$20 00 each issue.
Half Page.	-	-	12 00 "
Quarter Page.	-	-	8 00 "
Small Advertisements, 8 cents per line			

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
Box 1325, Toronto, Ont.

GOOD TIMES.

Without doubt, it can be now safely said that the long looked for "good times" have come again. From all parts of Canada the reports come, "selling more goods than formerly, and money coming in more freely than before." In spite of what "old croakers" say, there is not the slightest doubt but that we are now fairly round the corner and on the highway to prosperity. With good crops and good prices, our farmers should now be in a position to settle up old scores, and country merchants should see that this is promptly done. They should also make an effort to get their business down to as near a cash basis as possible, and let their customers understand that it pays to buy for cash. The fact that times are now good, will not, we trust, lead to over-speculation, one of the greatest evils which can befall any business community; rather let them husband their resources, and prepare for the period of depression which in a few years must follow over trading. A great many traders in good times, when trade is brisk, and they are making money are apt to put on too much style and spend more money on themselves than their circumstances will warrant; in common parlance, "they feel their oats," another very fruitful source of commercial disaster, which can easily be avoided if they would only exercise common caution. To all we would say, while it is necessary for business men to speculate upon the future probabilities of trade it is always safe to avoid extremes. The careful man is generally the successful one.

CASH vs. CREDIT.

This somewhat celebrated case has been upon trial in this and other countries for a number of years, and strange to say although the verdict has invariably been recorded in favor of the plaintiff, the friends of the defendant keep edging him to fresh trials. It is now a pretty well understood fact in commercial economy that the closer a merchant can come to a cash basis in all his transactions, the nearer he is to independence. The man who buys for cash, can always command the lowest price in the world's markets for what he wants to purchase. Having bought cheaper he can afford either to sell cheaper or else make an additional profit on his goods, over and above his competitors in trade. When he sells his goods he is sure of the profit he has made because he never can have any losses by bad debts. He has to pay no commissions for collecting his accounts, no discount on paper he wishes to negotiate, nor interest on over due accounts; in fact, he has the ball pretty much at his own feet, and it is his own fault if he cannot make money rapidly. In the United States the tendency is altogether towards short credits ranging from 10 to 20 days, and merchants who have tried both systems, say emphatically that they have no desire to go back to the old method again. And they are right! What we want in Canada is shorter dates and prompter payments. Any merchant who makes a habit of neglecting to meet his notes at maturity should be made to understand that it is bad policy on his part, and does not pay. The general terms now in Canada, are four months, or five per cent. off thirty days or six per cent. off cash on receipt of goods. Now it seems to us that these inducements are great enough to make any merchant who can afford it, and is not wilfully blind, take advantage of the cash discount, and at least buy for cash, however he may dispose of his goods afterwards. In no way that we know of can he get so good a return for his money—six per cent.—seventy-two per cent. per annum, is hardly an advantage to be thrown away. It means that the cash purchaser can buy his goods six per cent. cheaper than his competitor who cannot plank down his money on the spot, a percentage in these days of close shaving that amounts

almost to a profit in itself. We know firms who always pay cash, and they tell us that they can pay their rent and assistants' expenses out of the saving effected by these cash discounts. If our merchants, when buying, would take care not to purchase more than their means would allow they would find that in a very short time their business would be in a much more healthy and prosperous condition.

THE NORTH-WEST.

Probably there is no part of the world that, agriculturally considered, is attracting more attention than our own North-west Territory. Comprising as it does millions of acres of the richest wheat growing lands in the world, it is no wonder that the farmers of the older provinces, who have cropped their farms to poverty, or their less fortunate brethren in the old world, whose holdings were never in any other condition, should turn themselves thitherward as the Mecca of all their hopes. It is a noble heritage, and those in the older provinces who have not had the privilege of seeing its capabilities can form but an imperfect estimate of its importance. To us it seems to be the future hope of Canada, and the citizen does not rise equal to the occasion to whom the question of an all Canadian emigration route is a matter of indifference. This question is, or ought to be one of the live subjects of the day, and on it both parties should for once be agreed.

From its situation, the North-west can never be other than an agricultural country, and, that being the case, it is a matter of supreme importance to the older manufacturing provinces to get it filled up as rapidly as possible so as to give them a larger market for the products of their workshops. That this process is at present going forward in no inconsiderable degree every one will admit; at the same time it is a well established fact that we do not get our due proportion of emigrants on account of their having to pass through American territory before they reach our fertile lands. It is also beyond dispute that many emigrants (some assisted by our Government) who left England for the purpose of taking up land in our North-west Territory have been tampered with on their journey by United States Emigration Agents, and the result has been that they have been induced to

locate in American territory instead of under the British flag as they had intended. What is our loss is their gain, but we are hardly philanthropic enough to look upon it with any degree of composure, and bid it God speed. On the contrary we can regard it as nothing less than a piece of sharp practice, and the only way we can put an end to such practices by unscrupulous opponents is to quit giving them any further chances. In other words, our emigrants must be sent to the North-west by an all Canadian route. The 414 miles of rail between Fort William and Winnipeg are being pushed forward as fast as the contractors can do it, but at the best it will take at least three years to complete it; and unless some of the "magnificent water sketches" are taken advantage of, and an all Canadian route thus formed, we must remain as at present badly handicapped in our race for human material with which to develop our immense natural resources.

Mr. Thomas Marks the well-known merchant of Prince Arthurs Landing, than whom there is no better authority, thinks that a Canadian route is perfectly feasible and can be had but with little outlay, and almost at once. In referring to a letter published by Mr. Marks some time ago the "*Globe*" says:—

"The plan proposed by Mr. Marks is to utilize the Canadian Pacific Railway from Thunder Bay to Lake Wabigoon as soon as Section A is sufficiently advanced to admit of it, and then transport the emigrants over the chain of lakes and portages between Lake Wabigoon and Lake of the Woods, taking advantage once more of the railway from Rat Portage to Winnipeg. The entire feasibility of this scheme is vouched for by our special correspondent, who recently made a canoe voyage from Rat Portage to Wabigoon for the very purpose of testing the merits of the project.

It is fully expected that the contractors for section A will have the rails laid by midsummer as far as the head of navigation on Lake Wabigoon, if not all the way to Eagle River. When the latter point is reached the route will be simplified and shortened, but even with the seven-mile portage between Wabigoon and Eagle Lakes to be overcome the scheme is well worthy of consideration. There is already a tug on Lake Wabigoon, and it would not be hard to supply others if they should be required.

The Government tug now at Savanne could be transferred by rail to Eagle River and thence taken into Eagle Lake, or new ones could be built for use on that sheet of water. Smaller vessels would have to be furnished for the navigation of War Eagle, Blueberry, and Bell's Lakes, leaving only a short run of two miles to be made by boat across Bear's Neck Lake, and a few short portages to be passed. It is calculated that by this route a passenger will be able to reach Winnipeg in six days from Toronto by taking the train to the last port the Lake Superior steamers on their way up call at by either line, and taking the train at once on their arrival at Thunder Bay. It would, of course, be useless to attempt to carry heavy freight over the portages, but hundreds of emigrants go up each year with effects that could be easily handled. It will be several years yet before the work is completed on Section B, and while we are waiting for it to be made ready for traffic the traffic itself might go on developing with considerable rapidity alongside of the line. The advantage of sending emigrants direct to Winnipeg over an all-Canadian route can hardly be over-estimated, and there is apparently no insuperable obstacle in the way of making the one in question a fairly comfortable as well as speedy one to travel by."

Selected Matter.

FEWER FAILURES.

From the statement of failures for the first nine months of the present year, just issued by the Mercantile Agency, we learn that the mercantile failures during that period are vastly less in number and amount than those of a like period last year, both in Canada and the United States, but the reduction is relatively less in Canada. The number of failures in the Dominion during the three quarters of the present year ending with September, was, according to Messrs. Dun, Wiman & Co., 779, with liabilities of \$6,880,611. How small a proportion these figures bear to similar periods in other years will appear from the following statement:

Nine Mos. of 1875	Number.	Amount.
" 1876	1,569	\$21,911,511
" 1877	1,256	17,786,110
" 1878	1,616	20,901,976
" 1879	1,212	18,138,321
" 1880	1,181	21,121,570
" 1880	779	6,880,611

The failures of this year up to Sep-

tember 30th, although they number more, do not amount to so much as those for one quarter of 1879. Comparing the third quarter of various years, we find similar results to those shown in the table, for there were but 130 failures in Canada this year during that time, with liabilities of \$1,219,763, whereas in other years they were for that period from three to four hundred in number, and the liabilities from four to six million dollars.

In the United States the falling off in the aggregate of failures is marked everywhere, in that period:

	Number of Failures.	Amount of Liabilities.
Eastern States.....	550	\$5,488,453
Middle States.....	1,091	22,213,759
Southern States.....	564	5,551,724
Western States.....	856	7,700,458
Pacific States & Territories..	415	4,052,791
Total.....	3,476	\$45,010,185

The figures for same time in 1879 were: failures, 5,320; liabilities, \$81,054,940. Messrs. Dun, Wiman & Co., consider that: "The above figures will, no doubt, be accepted as a very satisfactory and gratifying evidence of the generally prosperous condition of the country. Should this ratio of improvement continue to be shown during the next three months, the failures for the year will be less, as compared with the number engaged in trade, than at any period since we have undertaken the compilation of these figures."—*Monetary Times*.

WHY MAINSPRINGS BREAK.

That the main springs of Watches are more liable to break during thunder storms than at any other period, is a fact well known to experienced watch-makers. They do not attempt to explain the phenomenon, but accept the fact and pocket the returns it brings them. An old watchmaker recently told us that, after a violent thunder storm, he invariably had a large number of watches sent in for repairs, and, in most cases, he found the mainspring broken. Electricity is, no doubt, responsible for the great number of mainsprings broken during the prevalence of a thunder storm. The modern practice of making a mainspring as large as the case will hold, thus putting a large quantity of steel in a small compass, has a tendency to make a watch a sort of lightning conductor, attracting the electricity from the atmosphere and increasing the tension upon the spring

with disastrous results. It is fortunate if the breaking of the mainspring is the only damage effected. Heat being a generator of electricity, it has been observed that more mainsprings break during the dog days—the sultry months of July and August—than at any other season of the year. Just why electricity should play such antics we cannot explain; some day, when the science of electricity becomes better understood, casualties of the character alluded to will be provided against. The extremes of heat and cold do not affect the working of watches, and, in making them, they are always tested at high and low temperatures. It seems singular therefore, that they should be affected by atmospheric conditions between the extremes. We leave the solution of the problem to practical horologists and scientific men, simply putting on record the experiences of practical watchmakers.—*Jeweler's Circular.*

BUSINESS CHANGES FOR OCTOBER.

John McLaren, Hardware, Mt. Forest, has sold out, Wm. Thompson & Co., Wholesale Hardware and Crockery, Toronto, has admitted Geo. Hutcheson and Fred I. Menet as partners, style unchanged; C. C. German, Jeweller, Platts-ville, sold out and gone to the U.S.; John W. McPhie, Hardware and Tins, Campbellville, has sold out to W. J. Sterns; Byron Smith, Hardware, etc., Dutton, Selling out; R. Y. Ellis & Bro., Hardware, Ingersoll, dissolved, A. H. Ellis will continue, P. W. Ellis & Co.'s Manufacturing Jewellers, Toronto, admitted R. Y. Ellis as partner, style, same as before. J. H. Robinson, Jeweler, Parkhill, has removed to Norwich, R. A. Burton, Hardware and Stoves, Strathroy, gone out of business. Thos. Gibson Hardware and Tins, Walkerton, admitted James Blair as partner, style now Gibson & Blair, Walker & Hanson Hardware & Co., Truro, N. S., sold out to G. S. Chambers & Co.

NOTES.

Two thousand six hundred and ninety-two ounces of gold, valued at \$50,000, have been mined at the Rose Montague mine, Nova Scotia, since June, 1879.

A LIVERPOOL ship which has just crossed the Atlantic sailed through ten miles of deal boards, a fact which would point to the loss of some large lumber-laden ship. Some of the deals were picked up, but no mark was found on them to lead to their identification.

M. E. C. Hine, of the E. N. Welch Mfg. Co., was elected President of the New York Jewellers Association. Mr. Hine is well known to the trade as a gentleman of rare business ability. He succeeds Mr. D. P. Appleton, who has served the Association several years as president and officer.

Is a recently insolvent estate the dividends on which amounted in all to seven and three quarter cents, the latest dividend was received by a creditor, a drug house, in the shape of a cheque for 3 cent in the \$ amounting to ninety cents, payable in another city—with 25 cents to pay to get it cashed!

ONE of our wholesale dry-goods houses, says an exchange has a new clerk, whose father from the country went in to see him the other day and was surprised to learn that all the salesmen had nick names. He asked the floor-walker why his son was called "Jury." "Oh," was the reply, "he is always sitting on cases."

MESSRS. W. BELL & Co., organ manufacturers, of Guelph, have just received a cablegram from Mr. W. J. Bell, stating that he has concluded arrangements with a European firm for the supply of a thousand organs a year. The instruments are to be shipped at the rate of twenty per week.

THE Japanese Government has recently withdrawn from circulation ten millions of dollars in paper currency, which will be publicly burned. It is quite evident that their estimate of paper money is very different from that of our Rag Baby friends.

THE Commercial Editor of the London *Daily News* some months ago began an attack on the system of "dating forward" in the drapery trade, which was coming into vogue in England. By persistently presenting objections to the system it has apparently been destroyed, many houses that had resorted to it having abandoned the practice.

AN insurance agent in the North of England states that a short time ago he received payment of a premium by a bank-note, on the back of which he found written, evidently by a Scotchman, the following epigram:—

"A wee short while ye ha been mine,
Nae langer can I keep ye;
I hope ye'll soon be back again,
And bring anither like ye!"

A fortune awaits the man who will invent a decent street pavement. So far the right thing has failed to appear. Wood doesn't last, stone rattles and tears vehicles to pieces, asphalt gives horses no "hold," and iron is no good. What is wanted is something that will combine the advantages of these, and the disadvantages of none of them.—*Boston Transcript.*

THE CREDIT VALLEY RAILWAY—A number of the municipal directors of the Credit Valley Railway were in session at the Rossin House last week. Their object was to gain information on certain financial matters in connection with the road. Mr. Laidlaw, who was present, addressed them at some length, and at the conclusion of his remarks the directors expressed themselves as being thoroughly satisfied with the explanation.

THE Natal Mercury says—There seems to be no limit to the diamondiferous wealth of South Africa. New rushes are of weekly occurrence and Jagersfontein is producing monster gems. Kimberley has now become little more than a capitalist's mine, so that the new diggings will prove god sends to the poor men. No mean authority told us two days ago that the out turn of the diamonds last year was eight millions sterling, of which he reckoned not more than one tenth remained in the country. It seems incredible.

NEW LIGHT FOR WAR—The experiments recently made with the electric light at the fortification of Metz indicate that it can hereafter be advantageously employed in siege operations. Targets were illuminated on a foggy night by means of electric lights placed at a considerable distance, and the artillery practice was but little inferior to that carried on in broad day-light.

A FEW days ago a gentleman passenger on the Grand Trunk train going East, was put off the cars at Scarborough because he was travelling on a ticket the date of which had expired. He claimed that the lapse of the ticket did not invalidate it, and it is believed the matter will be aired in the Courts. The question is a very important one, and if there is a doubt about it the sooner the doubt is set at rest the better.

THE well known hardware store of R. Y. Ellis & Bro., of Ingersoll, has lately been dissolved. R. Y. Ellis, retiring, and his brother A. H. Ellis carrying it on himself. As stated elsewhere Mr. R. Y. Ellis leaves Ingersoll for the purpose of going into business in Toronto, and his departure from Ingersoll was made the occasion for presenting him with a very handsome Diamond Ring and an Address, expressing the high esteem in which he was held by his fellow-townsmen.

A SOMEWHAT unusual expression of sympathy with a debtor was given at a meeting of the creditors of Mr. William Hewitt, of this city, hardware dealer, some days ago. A Toronto creditor moved, a Montreal creditor seconded, and all agreed to the following resolution: "That this meeting sympathises with Mr. Hewitt in respect to his financial position, and that, in the opinion of this meeting, all creditors of Mr. Hewitt should grant him an absolute discharge from their respective debts, his embarrassment being purely a matter of misfortune." All creditors present at once signed the discharge.

MESSRS. P. W. Ellis & Co., announce a change in their firm in this issue. The new partner, Mr. R. Y. Ellis, of Ingersoll, is a pushing and experienced business man, and with his assistance the business should become more prosperous than ever. In addition to the business change in the firm of P. W. Ellis & Co., the senior partner Mr. P. W. Ellis has entered into another partnership, a matrimonial one, the partner in this case being Miss Gooderham, daughter of the late James Gooderham, of this city. The happy couple left Toronto on Wednesday afternoon for New York, where they intend spending their honeymoon. We offer them our sincere congratulations.

SPRINKING of discounts "off list price," the boys are telling a pretty good one down at Corning, N. Y., about a young fellow in commercial life named Blackie. Blackie? Yes, Blackie. He was in the hardware line. One day, when the boss was at dinner, a countryman came in to buy some nuts. He had found an article that suited him, and wanted a dozen. Young Blackie looked at the price list and found they were listed "25 cents a dozen, 30 off." He gave a low inverted whistle, and then, with a sudden inspiration, he handed the customer 5 cents, and told him he could buy the nuts at the other store. "By George," he said, when he was telling the governor of the transaction, "I thought the best thing I could do was to save the nuts, anyhow."

WE are glad to hear that Mr. Trowern, of the firm of Welch & Trowern, is rapidly recovering from his recent severe attack of Typhoid fever.

"SOLDIERS must be fearfully dishonest," said Mrs. Partington; "it seems to be an occurrence every night for a sentry to be relieved of his watch."

THE Minneapolis Board of Trade has passed a resolution to co-operate in efforts to bring about a railway connection between that city and Sault St. Marie, to effect a junction with the Canadian system at that point.

WE observe with pleasure that the wholesale hardware and crockery house of Messrs. Wm. Thomson & Co., of this city, has admitted to a partnership Messrs. Geo. Hutcheson and Fred. J. Menet, who have been for years intimately connected with the management of the business.

THE rag money craze does not appear to meet with much favour in Europe. Several countries are making energetic efforts to resume specie payments. In Italy the premium on Gold is about ten per cent., and the Government wants a loan of a hundred million dollars in gold to resume specie payments. In Australia gold commands a premium of sixteen per cent. These countries do not propose to issue an irredeemable paper currency, but to work back to the gold standard, which has hitherto proved to be the only safe basis of business.

THE Japan News gives the following financial lesson for beginners:—Awoda Soyemon, a highly respected man who live many years ago, in crossing a bridge at night dropped a piece of money worth 10 sen into the water. To recover the coin Awoda Soyemon bought a torch at a cost of 50 sen, and after much trouble, found the money he had lost. A bystander said to him: "Is it not a foolish thing to expend 50 sen to recover 10?" "No," said Awoda Soyemon, "because if the money had remained in the stream it would have been lost and of no use to anyone; but the 50 sen are not lost; they have been merely transferred from my possession to that of another."

SOME time ago a young man giving his name as J. S. Jackson, rented a store on King street, a few doors west of York street which he called the Masion de Paris. He purchased machines from city merchants, and stocked his store with feathers and other goods purchased on credit, but business did not prosper and a few days ago the landlord put Baliff Armstrong in the store for rent. Jackson, however, gave a cheque for \$25 for the rent and the baliff retired. When the cheque was presented there were no funds, and the landlord again called on the bailiff, but the latter found that Jackson had fled, carrying away with him the greater portion of his goods. Armstrong sold the goods for rent, and creditors to the amount of \$1,500 mourn his absence, the worst defrauded one being one of Jackson's travellers, who had been induced to put \$500 in the business. It appears that Jackson proceeded to Detroit, where, it is said, he was arrested on a charge of forgery committed in Paris, France, to which country it is believed he will be taken. Before absconding, Jackson defrauded his milk woman out of \$18. This is the same person who attempted, last spring to get ahead of the customs authorities by passing in fine French marble clocks at from two to three dollars each.

THE loss by the burning of the Ansonia Clock Factory, of Brooklyn, N. Y., will probably reach one million dollars. The insurance is said to be only a couple of hundred thousand. The fire was caused by the explosion of gas. No engines are located in the neighborhood, consequently the fire made considerable progress before the firemen could get to work. The little wheels, delicate works and cases of thousands of partly finished watches, and the works of thousands of clocks were melted and twisted together. A number of dwellings occupied by the employees were also burned. The occupants were unable to save their goods. The Works were the most complete in the country. Some of the machinery, which were new inventions, will be difficult to replace. Phelps, Dodge & Co., of New York, are extensively interested in the Ansonia Company.

IT appears that sharpers who sail under false colours are not all dead yet, as the Meriden Britannia Co. have recently been obliged to issue a circular headed CAUTION, which runs as follows:—"It having come to our knowledge that a certain agent representing an American Silver Plate Co., of Meriden, Conn., has been endeavouring to mislead dealers in silver plate by giving them to understand that he is selling for and representing the "Meriden Britannia Co.," of Meriden, Conn. We take this method of informing the trade in general and our customers in particular, that we have no connection with the man referred to, and further, that he is in no way connected with the branch in this city or the works at Meriden, Conn. In reference to the above we have received the following characteristic epistle from one of our customers: "This fellow——late (Miss) Manager for the——Company, is now travelling in Canada for the——Co., they have secured a gem of the first (whiskey and) water; he can give Annanias one hundred and then grand discount him." We did not know that there were any such characters in the plate business, and if the above is correct, the trade should treat this and all such drummers with the only treatment they merit, contempt.

SOME little excitement in minor monetary circles here has been caused by the midnight flitting of Jesse Thompson, a bill discounter. Thompson was known as a broker, who discounted notes for people of small means. He also advanced money on jewellery, acting on behalf of those who had money to lend. Thompson's charges averaged from one to three per cent. per month. For a long time he has been hard up, and during the past week employed his time in scraping together, all the notes he could get together, and either discounting them or getting advances of jewellery on them. He also in cases where notes already had been originally discounted by him were falling due, got hold of the renewals, and instead of taking up the original note, discounted the renewal with another money-lender, and pocketed the proceedings. This latter trick he has played to the amount of a couple of thousand dollars, and yesterday when his flight became known, there were some very sore heads on the streets, flying round to see whether their notes had been taken up or whether Thompson had pocketed the proceeds of the renewals. Thompson is supposed to have gone to Chicago. This is the second time that he has acted crooked. At one time he owned a valuable lot of property in Toronto and vicinity, including at one time about a hundred acres near Deer Park. His present liabilities will amount to perhaps \$4,000. It is not at all probable that he will return.

THERE is a talk that the government intends doing away with the many bonded warehouses in the city and erecting for use instead new and commodious buildings on the esplanade, adjoining the examining warehouse.

THE Dundas screw works were established in Canada under a revenue tariff because the American concern of which it is and offset found that Canada was a better place than the States in which to carry on manufacturing for this market. The Dundas factory flourished until about the time when it became necessary to get up a cry for greater protection than was afforded incidentally by the 17½ per cent. tariff. Then the factory was closed. In compliance with the demands of the manufacturers, Sir Leonard Tilley put a duty of 35 per cent. on screws, and to further favour them he left the duty on iron wire at 10 per cent. From that day to this not a screw has been made at Dundas. The Company import all their screws, and the public have to pay 33 per cent. duty on them, and also the wholesaler's and retailer's profits on the amount of the taxes. The screw tax is an ignominious failure.



THE LARGEST Clock House IN CANADA.

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH,
NEW HAVEN, GILBERT,
AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickle Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS,

31 Wellington, 40 Front St East,
TORONTO.

WELCH & TROWERN.

WELCH & TROWERN.

WELCH & TROWERN, JEWELRY MANUFACTURERS

DIAMOND SETTERS,
DEALERS IN PRECIOUS STONES.

FINE COLOURED GOLD LOCKETS, Brooches, Ear Rings, Ladies Opera and Long Chains, Gent's Chains, Sleeve Buttons, Front Studs, Diamond, Wedding, Gem, Chased and Signet Rings, Monograms, Charms, Masonic and Society Jewels, Gold and Silver Medals, &c., &c.

FINE SILVER LOCKETS, Napkin Rings, Trowels, Stick Heads, Silver Prize Cups, &c.

Our long experience and practical knowledge, in addition to the best machinery, enables us to manufacture the above in the best possible manner. Using the finest material, combined with neatness, durability and design, we trust to be favored by those desirous of having goods manufactured that can be confidently relied upon.

Orders received or Parcels sent for repairs, receive our prompt and personal attention.

Particular care exercised in Gilding, Altering and Repairing all styles of Jewellery.

36 ADELAIDE STREET WEST,

TORONTO, ONT.

West of Grand Opera House, between Yonge and Bay Streets.

CLOCKS!

Just received. The LARGEST Variety of
American and French CLOCKS
Ever imported into Canada.

ALL THE LATEST STYLES.

To CASH Buyers we offer SPECIAL INDUCEMENTS.

Newest Styles in Yankee Jewelry
Exceedingly Cheap.

E. & A. GUNTHER,

Jordan and Melinda Sts., Toronto.



T. WHITE & SON,

Manufacturing Jewelers,

—AND—

LAPIDARIES,

12 MELINDA ST.,

TORONTO.

Canadian Agates, Amethysts, &c.,

Polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c

Unsurpassed in the Dominion.

AMERICAN ROLL PLATE JEWELLERY.

1st QUALITY ROLL PLATE ALBERTS, in Straight, Graduate, Chased and Gold Tipped Curbs.
30 different Patterns in ROLL PLATE LOCKET.

Our Stock in AMERICAN ROLL PLATE JEWELLERY cannot be beat, which we are offering at Special Low Prices.

Silver Hunting Swiss Watches at Bottom Prices.

Our Stock of Watchmaker's Tools and Materials is complete, all new and fresh. No Job Lots.

A. C. ANDERSON & CO.,

6 John Street North, Hamilton.

ZIMMERMAN, McNAUGHT & CO.



We take pleasure in directing the attention of the Trade to our unusual facilities for furnishing the special lines of goods we handle. We do not pretend to sell any and everything; the day for that class of business has gone by; but we assert that in our Special Departments, we have the largest, best assorted, and best value stock of any house in Canada,

Our goods are well bought, sell out clean and leave us with little or no dead stock on hand. As a consequence, our customers can always depend on getting new goods, and new styles at rock bottom prices.

We sell no goods we cannot honestly guarantee, and customers can always be sure of getting the best possible value for their money. For this season's trade we are showing an immense variety of goods, in the following lines, and invite the inspection of all intending purchasers.

ELECTRO PLATED HOLLOW WARE.

A full assortment of Tea and Coffee Sets, Cake and Card Baskets, Pickle Frames, Sugar and Berry Bowls, Castors, Waiters, Trays; in fact everything known to the trade. The largest stock in Canada. Rogers, Smith & Co., Simpson, Hall, Miller & Co., and other first-class makers goods to select from.

ELECTRO PLATED SPOONS AND FORKS.

In this line all our fine goods are made by "Rogers Bros." of Meriden, Conn., and are specially guaranteed. We keep always on hand Plain and Fancy Patterns, and can supply any quantity desired.

ELECTRO PLATED TABLE CUTLERY.

Is now an extensive trade with us. We keep a large Stock always on hand and sell at close prices, dependent upon the weight of silver upon them. We keep these goods in 4 dwt., 8 dwt. and 12 dwt. qualities, the latter of "Rogers Bros." and other celebrated makes.

SHEFFIELD STERLING SPOONS AND FORKS.

These goods are the best known substitutes for sterling silver, and are warranted by special guarantee to resist acids, keep their color, and improve with use. They have given unrivalled satisfaction wherever tried, and dealers who know their quality and price, will sell no other.

CASED GOODS.

We keep on hand a large assortment of Cased Goods, such as Dessert Sets, Fish Carvers, Fish Eaters, Child's Sets, Tea Spoons, Berry Spoons, Soup Ladles, &c., &c.

CUTLERY.

We also keep a large assortment of Fine Table Cutlery, in Bone, Rubber, Paten Ivory and Real Ivory Handles, of Joseph Rogers and other celebrated makers. Also a full assortment of Wade & Butcher's Celebrated Razors, hollow, ground and concave

BUTTER KNIVES AND PICKLE FORKS

of all kinds, solid steel plated, 4 and 12 dwt. per doz. Bone, Ivory and Pearl Handles. Plain and Chased Blades. The largest and best assorted stock of these goods in Canada

JET AND BLACK GARNET JEWELRY.

Just to hand an immense assortment of these goods, in Brooches, Earrings and Bracelets. Also a large stock of Imitation Jet Brooches and Earrings. Jet Necklets in 1, 2 and 3 Row carved and faceted patterns.

GOLD AND PLATED JEWELRY.

In American Jewelry we are showing the largest, newest and best assorted stock of any house in Canada. As we buy in large quantities direct from the manufacturers, and pay no commissions, we are in a position to sell these goods as close as any house in the trade. In English Jewelry, we are showing a very fine stock of Ladies' Sets, Gem Rings, Lockets, &c., &c., all new and valuable goods, of this season's purchase.

WATCHES.—We have just to hand a large shipment direct from the makers in Switzerland, of Imitation American Movements and Cases. These Watches are 18 size, have expansion balance and are sold in either gilt or nickel finish. Swiss Gold Watches all qualities and prices.

PRESENTATION CANES, all sizes, in Gold and Silver Heads.

We shall be glad to have customers and the trade generally, call and inspect our stock which is now very complete. It is no trouble to show goods. Sample and Mail orders promptly attended to.

ZIMMERMAN, McNAUGHT & CO., MANUFACTURERS' AGENTS,
56 YONGE ST., TORONTO.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, DECEMBER, 1880.

NO. 4

XMAS TRADE !



We take pleasure in directing the attention of the trade to our unusual facilities for furnishing the special lines of goods we handle. We do not pretend to sell any and everything; the day for that class of business has gone by; but we assert that in our Special Departments, we have the largest, best assorted, and best value stock of any house in Canada.

Our goods are well bought, sell out clean, and leave us with little or no dead stock on hand. As a consequence, our customers can always depend on getting new goods and new styles at rock bottom prices.

We sell no goods we cannot honestly guarantee, and customers can always be sure of getting the best possible value for their money. For this season's holiday trade we are showing an immense variety of goods, in the following lines, and invite the inspection of all intending purchasers:

ELECTRO-PLATED HOLLOW WARE.—A full assortment Rogers, Smith & Co., and Simpson, Hall, Miller & Co's goods. **ELECTRO-PLATED SPOONS AND FORKS,** Plain and Fancy Patterns, Rogers Bros. **ELECTRO-PLATED TABLE CUTLERY.**—Square and Windsor Patterns, in 4, 8 and 12 dwt. plate, the latter quality made by Rogers Bros. **SHEFFIELD STERLING SPOONS AND FORKS,** the best unplated Flat Ware ever sold in Canada. **CASED GOODS,** such as Fish Carvers, Dessert Sets, a full assortment. **BUTTER KNIVES AND PICKLE FORKS,** with Bone, Ivory and Pearl Handles, Plain or Chased Blades. **CUTLERY.**—Doz. Rogers & Son and other makes, in Bone, Rubber and Ivory Handles. **RAZORS.**—Wade & Butchers best makes. **JET AND BLACK GARNET JEWELRY.**—An immense assortment of these goods in Brooches and Earrings. **GOLD AND ROLLED PLATE JEWELRY.**—The Largest and Best Assortment in Canada. **WATCHES.**—Ladies' and Gents', in Gold and Silver Cases. **PRESENTATION CANES,** all sizes, with Gold or Silver Heads.

Buyers in want of any of the above goods for their Holiday Trade, will do well to call and examine our stock before purchasing.

In all cases we guarantee satisfaction. Call and see us. It is no trouble to show goods. Orders by mail will have prompt attention.

ZIMMERMAN,

McNAUGHT & CO.,

56 YONGE ST.,

TORONTO.

P. W. ELLIS.

R. Y. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO.,

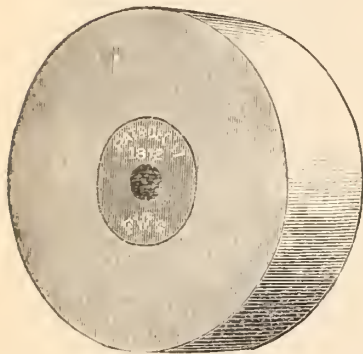
NO. 31 KING STREET EAST, - - - TORONTO,

Manufacturing Jewelers and Watchmakers,

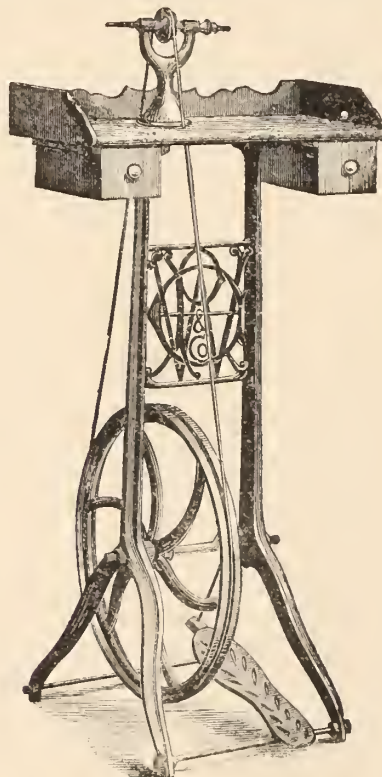
IMPORTERS AND JOBBERS.

WATCHMAKERS', JEWELERS' AND ENGRAVERS' TOOLS, MATERIALS,
SILK GUARDS. | LATHES AND GENERAL SUPPLIES. | SILK ALBERTS.

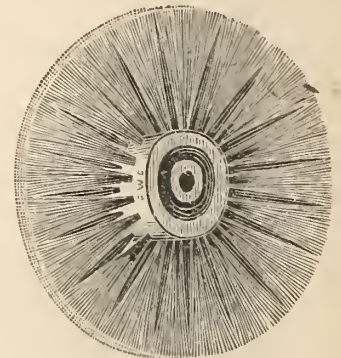
Diamonds, Real and Imitation Stones



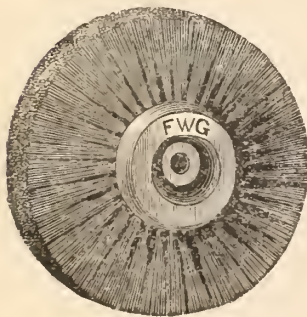
Felt Buff.



LATHE.



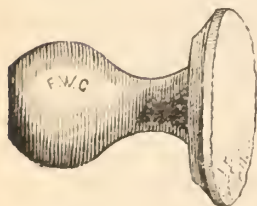
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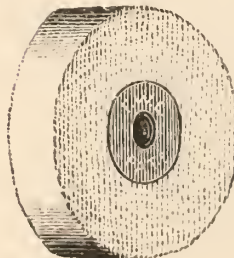
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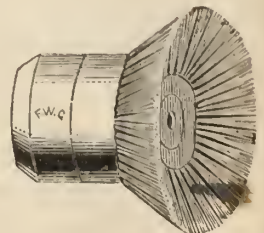
Bristle Brush.



Inside Case Buff.



Cotton Buffs.



Inside Case Brush.



Inside Ring Felt Buff.



Inside Ring Cotton Buff.

We supply with this very complete Lathe, besides above illustrated Brushes and Buffs, 1 Emery Wheel, 1 Circular Saw, 1 Box Tripoli and Rouge, and 6 ready-made Drills. Lathe is made entirely of Iron, excepting top and drawers, which are of Walnut. Cheapest Lathe ever sold. Send for prices.

THE TRADER.

TORONTO ONTARIO DEC 1880

Distributed free to every Jeweler and Hardware Merchant in Canada.

Advertising Rates.

Full Page, -	\$20 00 each issue
Half Page, -	12 00
Quarter Page, -	8 00
Small Advertisements	8 cents per line

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

Box 1325 Toronto, Ont.

THE CHRISTMAS TRADE.

The "Christmas Trade" has, of late years, become such an established fact, that it is now confidently looked forward to for a certain amount of business, and, as a rule, the result equals the expectations. The giving of Christmas presents is becoming annually more a matter of fashion, and while the custom is highly commendable in itself as being indicative of affection, it is no less so as being a very strong factor in the yearly balance-sheet of many kinds of business. To the Hardware trade, it brings an increased demand for Sleds, Skates, and household articles fitted for presents, and makes business in that department seem specially brisk while it lasts. To the jeweler and fancy goods dealer, it is harvest time, and if they fail properly to take advantage of the opportunity, they will have to wait until the same season comes again before they can hope to do an equal amount of business in the same period of time. In "That season of innocent mirth, when a glory ineffable rests on the earth," not only do men's hearts seem to be opened, but their purse strings seem to be similarly affected, and they determinedly and composedly spend their money upon trifles that would make them hesitate and calculate at any other period of the year.

As we said before, it is well that it is so, and we trust, for the sake of trade if not for any higher object, that the custom will never die out.

The shrewd business man is always ready to take advantage of this fashion or custom, whichever it may be called, and he gets his stock into as good shape as possible in order to be equal to the

expected demand. Other things being equal, as a rule, people buy where they get the best assortment to select from, and the best value for their money, and it is for these reasons that it is imperative upon dealers who desire to do a good paying Christmas trade to have their goods carefully selected and in stock in plenty of time to anticipate the rush. Our experience is that the dilatory or procrastinating merchant loses more than he gains by being short of stock on such an important occasion, and the truth of the old proverb is fully attested, that "There is that which scattereth and yet increaseth, and there is that which withholdeth more than is meet and it tendeth to poverty."

From the present indications it would seem as if the coming Xmas trade will be more than usually lively. From every direction we hear of good sales being effected, money coming in more freely, and fair prospects ahead. For these reasons we would say to our friends throughout the country, you will consult your own best interests by ordering early and carefully, and erring on the side of liberality rather than that of overcarefulness.

To one and all of our readers we wish a successful and prosperous Xmas trade, and when we come in our next number to wish them a happy New Year, we trust that they will be able to look back upon the year 1880, not only as the most prosperous of their lives but as the precursor of good years to come.

A COMPETITOR TO THE GRAND TRUNK.

Probably no road on this continent is so much afraid of opposition as the Grand Trunk Railway of Canada. Its scent for opposition roads is as keen as that of the warhorse for the battle, and is always on the alert to buy up opposition roads, or fight those who cannot be thus treated. It is the grand railroad bully of Canada, and like the proverbial donnybrook fair Irishman is ever wanting some rival corporation to tread upon the tail of its official coat. Its treatment of the Credit Valley Road has been simply tyrannical impertinence, and it is only because it has friends at court that it attempts to play such pranks in a country like Canada. Its opposition to the scheme for bridging the St. Lawrence has been so fully ex-

posed by the general newspapers, that we need say nothing more about that little game, further than that it was a disgrace to any country. In fact in the continual fights this road has with other lines, we are reminded of the soldier who was being flogged; the man who plied the lash could never suit him as to place, for the blows were either too high up, or too low down. It opposed the St. Lawrence Bridge scheme on the ground that its construction would interfere with navigation, and it gave as a reason for opposing the Credit Valley Road that it was unjust to their vested interest to subsidize an opposition line. Their latest scare seems to be the "Toronto and Ottawa Railway," which proposes to run from Toronto to Montreal via Ottawa.

That this railway is badly needed, there cannot be the slightest doubt, for from present appearances the Grand Trunk is totally unable to carry the freight that is forced to take that route in order to reach the seaboard.

But, in its usual dog and manger style, it will do all it possibly can to stop the new road, and, if it cannot crush the scheme, will probably try and buy it up. Indeed the latter idea is freely talked of in the Montreal papers already, but we trust that Mr. Wm. Gooderham, who controls the projected road, will keep it independent of its huge and overgrown rival. The Grand Trunk Railroad has never done justice to the requirements of Toronto; indeed it has carefully discriminated against us in favor of Montreal. We are continually told by merchants in London and the west, that they get freights from Montreal as cheap as from Toronto by the G.T.R. That is, that the Grand Trunk carry freight for Montreal merchants 333 miles for nothing. When a Toronto merchant has to get goods from Montreal, this time of year, it costs him 50 cents per 100 lbs., and often takes from twelve to fourteen days to accomplish the journey by their so called "Express Freight!" Surely such a term is a misnomer, or is intended by the company as a huge pun. "Express Freight," which, under favorable circumstances, makes fully 25 miles a day, is pretty nearly as good a thing, in its way, as Mark Twain's "Avalanche Express;" the latter, although slower, had, however, a decided advantage in its freight and passenger rates, which were free. We are certain that if ever Mark Twain

had lived in Toronto, and been compelled to get goods by the Grand Trunk "Express Freight" system, it would long ago have been utilized by him to point a moral, if not to adorn a tale. The fact is, the Grand Trunk Road has the people of Ontario at their mercy in Winter, and that being the case, like most other monopolists, they put on the screws and make all they can out of them. We don't believe any other people would have stood it so long, and we are fully satisfied that the people of Ontario will not endure it much longer, but that the necessary bonus will be granted to the new venture to make it an accomplished fact. Then, and not till then, will the people be fairly and honestly served by the Grand Trunk.

HONOR TO A CANADIAN.

We are pleased to learn from the "*Sydney Morning Herald*" that our old townsman Mr. Donald D. Manson, has been the recipient of a complementary dinner, from the leading men of Sydney, New South Wales.

Every one who knows Mr. Manson will bear testimony to his many estimable qualities, and we feel proud to know that he has acquitted himself so creditably and upheld the reputation of his country as well as his own in that sister colony on the other side of the globe. He has left Sydney for Melbourne, where he is also engaged to act as Hon. United States Commissioner in addition to his duties as representative of three of the largest industries in the United States, viz:—"The Waltham Watch Co.," "The Gorham Silver Co.," and "The Bradley and Hubbard Mfg. Co." Mr. Manson's is no ephemeral success, but is the result of more than ordinary ability, combined with a desire to please and the power to endure hard persevering labor. He achieves his success by unwearied toil in his special sphere, and we commend his example to our young men as showing what may be done by honest ambition properly directed. We wish Mr. Manson continued success.

A NEW INSOLVENT ACT.

It is a fortunate thing for Canadian wholesale merchants that the country was entering upon prosperous times, almost exactly at the period when our Legislators, in the plenitude of their

wisdom, determined upon repealing the "Insolvent Act." Had times grown worse, or even continued as they have been for the past few years, we would long ere this have been tolerably conversant through the medium of our law courts, with more of commercial roguery than people ever imagined this country possessed.

In the United States where the Insolvent Act has been repealed for some time, the trade is heartily sick of the existing state of affairs, and are clamoring loudly for a return to the old method.

It appears that in that country, cheating ones creditors has been reduced to a science, and that when a merchant has made up his mind to fail, he does it in such a way that his friends sweep the board, not leaving even crumbs where-with to satisfy the demands of the real creditors outside the ring.

In Canada even, such things are not altogether unknown, and we could point out instances of a similar description without having to go more than a thousand miles beyond Toronto. This evil is a natural result of the existing law, and the depravity of human nature, and until the former are altered or the latter materially changed, we cannot reasonably look for anything better. The general feeling amongst our more intelligent business men is, that a new Insolvent Law is a necessity which should be brought forward during the first session of Parliament. To be of much service such an act should be *cheap, expeditious and effective*, and while giving the Bankrupt every chance of fair play, see that such safeguards are placed about his failure, that no injustice shall be done to the creditors.

In a great many points, it seemed under the old law as if the bankrupt was the injured party, and not the creditors who were losing money by him. Thus the law demanded that the creditors should prove that the debtor had misappropriated goods or moneys instead of compelling the latter to show what he had done with his effects. No man is fit to be in business unless he can keep an intelligent record of his affairs, and if the law were to withhold a discharge from all Insolvents who failed to keep a set of books from which a statement of their affairs could be arrived at, it would be no more than just. Instead of compelling the creditor to ferret around like a detective, in order to get evidence on which to sustain a

charge of fraud, the debtor should be compelled to show from his books what has become of his stock or other property, and his failure to do this should be sufficient to make the law withhold his discharge.

The cost of Insolvency ought also to be cheapened, so that the bulk of the estate should not be swallowed up in expenses. If this were done and the number of hungry Assignees lessened, Insolvents would find that it would be very much harder to affect a compromise than it was formerly, as merchants often preferred giving a chance to an Insolvent, out of whom they might in the future stand a chance of recouping themselves, in preference to letting it go to enrich the Assignee, from whom they could expect nothing.

The time is now very near when Parliament will meet, and if anything is to be effected in the way of an amended act, it is high time that the proper machinery should be set in motion. Our boards of trade, who should look after these things, generally leave such matters off until the opportunity has passed away, and their resolutions and deputations are consequently of but little use. If they would get to work at once and raise an excitement before Parliament met, they might hope to effect more than they have hitherto done.

SMUGGLING.

There can be no doubt whatever but that the present high tariff on jewelry is answerable for the great amount of smuggling that is constantly being carried on along our border. High duties on jewelry, as we have before pointed out, are simply a premium on smuggling, and the only way in which such transactions can be prevented is to lower the duty and make it not worth while for smugglers to run the risk. We are perfectly satisfied, in our own minds, that the government do not collect duty on more than half the jewelry that comes into this country. Respectable houses who refuse to smuggle find themselves constantly being undersold by people who are the "underground railway," and in several lines of goods the trade has fallen into the hands of people who openly boast that they can undersell their competitors *because they pay no duties*. This is highly unfair to the honest importer, and if the Government find that they cannot afford them protection by preventing smuggling, they

should take the only other step in their power, and protect them by making it not worth while for such an unlawful trade to be carried on. If the duty on jewelry were reduced to 10 per cent., we are satisfied that the Government would at least collect as much revenue from it as formerly, while a large measure of protection would be afforded to the native manufacturer and importer whose interests in this case are almost identical. The higher the duty the more smuggling, the lower the duty the less there will be. People do not smuggle for the fun of it as some would have us believe, but because there's money in it. Take away that incentive and you knock the evil on its head; in other words, make smuggling too small and smuggling will almost be done—the "game" won't be worth the candle. We trust that the Government will see the necessity of some change in this direction at the next meeting of Parliament.

MARKETING GRAIN.

We have several times stated our belief that the sooner our farmers can market their grain after harvest is over, the better prices they are likely to realize. Of course there are years when, owing to exceptional circumstances, grain advances in price, but we think we are safe in saying that such years are the exception, and only prove the truth of our contention. The present season it seems, at all events, will not be a case of this kind, as the following, from a well posted exchange, will testify. Our farmers would do well to take the advice in earnest and get their crops into a shape that they could put them into circulation and pay off their outstanding accounts.

Our farmers are doubtless closely watching the grain markets of this country and Europe, and are discussing the advisability or otherwise of raising their grain for higher prices. Any information tending to settle the point as to whether an advance will occur comes (as it is of interest). Now the *Chicago Tribune* holds that the prospect of good prices for American grain were never more flattering; but its opinion is probably influenced by the bull movement in the western grain market. The *New York Bulletin*, an excellent authority, points out, on the other hand, that in England and France, the two chief importing countries, the price would have

external sources are likely to fall seventy-five million bushels below those of last year. Taking the quantity in store, Europe was in a better position by sixty million bushels on 1st September than at the same time last year. To supply the deficiency, the United States have thirty-four million bushels in excess of last year, and this country has also been blessed with an abundant harvest. With the European requirements largely reduced and increased crops in this continent, it is almost certain that any considerable advance in prices cannot be maintained. In view of these facts our farmers are realizing excellent prices, and they would do well not to speculate too much on a rise.

Selected Matter.

DEFINITION OF A REVENUE TARIFF.

WILLIAM POLK ON THE TARIFF.

In his message to Congress suggesting modifications of the tariff of 1842, President Polk said—"The object of imposing duties on imports should be to raise revenue to pay the necessary expenses of the Government. Congress may not, directly, in the exercise of a congressional discretion, discriminate in arranging the rates of duty on different articles, but the discrimination should be within the revenue standard, and be made with the view to raise money for the support of the Government. It becomes important to understand distinctly what is meant by a revenue standard, the maximum of which should not be exceeded in raising or imposing. It is conceded, and experience proves, that duties may be laid so high as to diminish or prohibit altogether the importation of any given article, and thereby either on the revenue side, or on the lower side, would be derived from its importation. Such duties exceed the revenue rates, and are not imposed to raise money for the support of the Government. If Congress levy a duty for example of 1 per cent. on a given article it will produce a given amount of money to the Treasury, and will necessarily and necessarily avoid protection in relation to the standard of 1 per cent. As the same manufacturing or commercial article are once imposed, it is the duty to be raised ten per cent. or will produce a greater protection. If it be raised to twenty, twenty-five, or thirty per cent., and if

as it is raised, the revenue derived from it is found to be increased, the protection or advantage will also be increased; but if it be raised to thirty-one per cent., and it is found that the revenue produced at that rate is less than at thirty per cent., it ceases to be a revenue duty. The precise point in the ascending scale of duties at which it is ascertained from experience that the revenue is greatest is the maximum rate of duty which can be laid for the *bona fide* purpose of collecting money for the support of the Government. To raise the duties higher than that point, and thereby diminish the amount collected, is to levy them for protection merely, and not for revenue. As long then as Congress may gradually increase the rate of duty on a given article, and the revenue is increased by such increase of duty, they are within the revenue standard. When they go beyond that point, and, as they increase of duties, the revenue is diminished or destroyed, the act ceases to have for its object the raising of money to support the Government, but is for protection merely."

INSTRUCTIONS TO SALESMEN.

The following words of advice, said to have been published in a book issued by a New York firm, for the guidance of their employees, are well worth considering:

Toward customers be obliging, be invariably polite and attentive, whether they be agreeable or exacting, without any regard to their class or condition, unless, indeed, you be more obliging and serviceable to the humble and ignorant.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be agreeable to all.

Cultivate the habit of doing everything rapidly, do thoroughly what you undertake, and do not undertake more than you can do well.

Serve buyers strictly in their turns. If you can serve two at once, very well, but do not let the first one wait for a second.

In your first minute with a customer you give him an impression, not of yourself, but of the house, which is likely to determine, not whether he buys of you, but whether he becomes a buyer of the house or a talker against it.

If you are indifferent, he will detect it before you have uttered a word.

At the outset you have to guess what grade of goods he wants—high-priced or low-priced. If you do not guess correctly, be quick to discover your error, and right yourself instantly.

It is impertinent to insist on showing goods not wanted; it is delicately polite to get to exactly what is wanted adroitly and on the slightest hint.

Do not try to change a buyer's choice except to this extent: Always use your knowledge of goods to his advantage if he wavers or indicates a desire for your advice.

The worst blunder you can make is to imitate in a supercilious manner that we keep better goods than he asks for.

Show goods freely to all comers, be as serviceable as you can to all, whether buyers or not.

Sell nothing on a misunderstanding, make no promises that you have any doubt about the fulfilment of, and, having made a promise, do more than your share toward its fulfilment, and see that the next after you does his share, if you can.

COMPLIMENTARY DINNER TO MR. D. MANSON.

Mr. D. Manson, who acted as honorary commissioner on behalf of the United States at the Sydney International Exhibition, was entertained at dinner, at Perry's Hotel, last evening, by a number of friends.

Mr. J. Davies, M.L.A., presided, and read a number of letters from several leading citizens, including Sir Henry Parkes, Sir Alfred Stephen, Colonel Roberts, Mr. Combes, M.L.A., Mr. A. Stuart, M.L.A., Mr. Fowler (Mayor of Sydney), and Mr. Williams (United States Consul), expressing regret that prior engagements prevented them from attending.

The toasts of "The Queen," and "The President of the United States" having been duly honoured,

The VICE-CHAIRMAN (Mr. Augustus Morris) proposed "The Parliament of New South Wales."

SIR JOHN HAY, in returning thanks on behalf of the Legislative Council, remarked that Mr. Morris was well-qualified to offer an opinion upon the Parliament of the country, having been a member of the Legislative before he (Sir John Hay) was, and that was for about twenty-four years. He believed that our Parliament was honest and free from corrupt practices—(hear, hear)—and it was well that the electors should bear in mind that the new Parliament would be just what they made it. (Hear, hear.) He was glad of this opportunity of meeting Mr. Manson, he had already had opportunities of witnessing the efforts of that gentleman in his capacity as one of the representatives of the great country to which he belonged, and he was pleased that Mr. Manson had received this evidence of the high estimation in which he was held. (Hear, hear.)

The CHAIRMAN, as one of the members of the Legislative Assembly, returned thanks on behalf

of that branch of the Legislature; and considered that the present Parliament had fairly earned the thanks of the country for the passage of so many valuable measures during the last session. (Hear, hear.) With regard to the main object of the gathering that evening, he desired to say that the manner in which Mr. Manson, who was about to leave them, had discharged his duties as honorary commissioner for the United States thoroughly deserved the recognition he had received. (Hear, hear.) Apart from his merely official relations, Mr. Manson had also formed many strong personal friendships that would continue long after he had left them. (Hear, hear.) He had come in contact very frequently with him at the late Exhibition, and could bear testimony to the manner in which Mr. Manson had guarded the interests of the United States, which country he had been in every way a worthy representative. (Applause.)

The Rev. W. CURNOW proposed "The Health of our Guest, Mr. Manson." In sending Mr. Manson here the Americans had sent a worthy representative, and paid a high compliment to New South Wales. (Applause.) It used to be said of the Americans that, although their productions were the largest, they were not the best; but Mr. Manson had helped to show us that Americans can produce some of the best. (Hear, hear.) The password in America was "Go Ahead" and in England "All Right." If we could get a little of the "go-aheadism" of America, and the "all rightism" of England, we might, with the Australian boys, be able to cry "No fear." (Applause.) It was a gratifying fact that the late Exhibition had practically brought the great country of America nearer to, and in closer relationship with us, and he was sure that in carrying on that Exhibition Mr. Donald Manson had played an active part. (Hear, hear.)

The toast having been duly honoured,

MR. MANSON, who was cordially received, returned thanks. He stated that he was preparing for his departure for Melbourne when he received an invitation to be present at this gathering, and that invitation was of such a pressing nature, and came from such kindly sources, that he felt he would be doing injustice to the kindness he had received if he had declined. It had been his pleasure on many occasions to meet many of the gentlemen present, but he felt on this occasion, that he was the recipient of a double compliment, from the fact that the company included not only many of those whose acquaintance he had already enjoyed, but also many whom he had not met before. He felt that the compliment was paid, not only to him, but to the United States, which he had had the honour of representing—not in any great official capacity. As the representative of one of the American industries he had been induced to take the position of acting honorary Commissioner for the United States at the earnest solicitation of the United States Consul, and Mr. Augustus Morris who was himself one of the honorary commissioners for the United States. He felt that he was called upon to act, when he saw that the interests of his country were in jeopardy, and that it was his duty as an American citizen to secure the fitting representation of other industries besides that with which he was directly connected. He was quite sure that if he had

done anything to promote the interests of his fellow-countrymen he had done it from a very disinterested motive. (Hear, hear.) He again thanked the company for the compliment they had paid him, and the kind treatment he had received at the hands of the people of New South Wales, and hoped that he might have the pleasure at some future time of returning that compliment. (Applause.)

The VICE-CHAIRMAN proposed "The Municipal Council of Sydney," which was responded to by Alderman J. D. YOUNG and Alderman DAVIES. The other toasts were "The Press," proposed by Mr. H. HALLORAN, C.M.G., and acknowledged by Messrs. S. COOK, J. H. LYNCH, and W. H. HICKS; and "The Ladies," proposed by Mr. F. W. WARD, and acknowledged by Mr. BECHET. The proceedings concluded with the sentiment "Our Next Happy meeting."—*Sydney Morning Herald*.

BUSINESS CHANGES FOR NOVEMBER

Turnbull & Butler, Hardware, Port Dover, dissolved, Benj. Butler continues. Thomson & Williams, Manufacturing Co., Stratford, stock advertised for sale by Sheriff. C. Eaton, Hardware, Truro, N. S., sold out to Walker & Henson. A. Dedrick, Tins, Port Rowan, admitted G. Pitman as partner, style Dedrick & Pitman. Murray & Co., Stoves and Hardware, North Sydney, N. S., O. B. Lewis advertises withdrawal. George Stanley, Hardware, Chesley admitted J. Haliday. James Lindsay, Gs., Collingwood, has compromised at 75 cts. on the dollar. Hyslop, Russel & Co., Fancy Goods, Hamilton, dissolved, business continued by Hyslop, Cornell & Co. John Edwards, Tins, London, assigned in trust. J. Bell, Tins, Oshawa, has been sold out by creditors. D. O. Bricker, & Co., Port Elgin, received an extension. M. McKechnie, Hardware, Emerson, Mann, has sold out to Walton & Bird. W. H. Griffin, Fancy Goods, St. Thomas, sold out to William Gunn. Henry Knell, Jeweler, Berlin, Advertisers business for sale. L. Lewis, Jeweler, Watford, burned out. Creelman Bros., Fancy Goods, Georgetown, advertise business for sale.

NOTES.

DURING the recent fire in Ingersoll, Mr. R. W. Woodruff, Jeweler, had his large plate glass window broken by the intense heat. It was covered by insurance.

THE well-known firm of R. M. Wanzer & Co., of Hamilton, are stated to have shipped over 700 machines of different makes to Europe, the colonies, and different parts of Canada, on one day last week.

THE 200 miles of telegraph wire ordered from England by Messrs. Horsman & Co., of Winnipeg, for the Manitoba Telegraph Company, has arrived at Halifax, and is being sent forward. It takes three cars to carry the wire.

IN Iserlin, Westphalia, thin sheet iron is plated with alloys of nickel or cobalt and manganese. A half of 1 per cent. of manganese makes cobalt and nickel very malleable, fluid when melted, and ductile. The plates which are already in the market are beautifully white and brilliant.

THE Wolverhampton tin-plate workers have been called out on strike by the Trade Union Society because of an action of their employers enjoining to force them to sign a document resigning their connection with the Union.

MR PATTERSON, Great Western Railway Manitoba excursion agent, has during this season personally seen to the transportation to Manitoba of sixty cars of passengers, nineteen cars of baggage, and two hundred and seventy-eight cars of freight.

THE report of the Postmaster-General of the United States for the fiscal year which closed on the 30th June shows that 800,000,000 letters, 276,000,000 postal cards, 6,950,000,000 newspapers, and 301,000,000 books passed through the mails in that twelve-month.

APPLICATION has been made to the City Council of London for a lease of certain land and waterpower, at the Water-Works, belonging to the city for a proposed paper mill. The material of which the paper is to be made is said to exist in abundance in the vicinity.

AT the recent meeting of the Carriage Builders National Association at Chicago the president called attention to the fact that more pleasure carriages are manufactured in the United States than in Great Britain, France, Germany, and Italy together.

THE Perth *Expositor* understands that Mr. Boyd Caldwell, of Lanark, has received an offer of \$40,000 for the iron mines he owns in the township of Lavant. That valuable deposit will be within easy distance of the Pembroke railway, when that road is extended to Renfrew.

A *Western Ontario Exchange* says—A significant sign of the increasing prosperity of the times is furnished by the fact that farmers in this neighbourhood are lifting mortgages from their farms, while not one-half the money borrowed last year is wanted this fall, although the interest is much less.

WE regret that amongst the sufferers by the recent fires at Watford, was our old friend Mr. W. P. McLaren. Although a heavy loser Mr. McLaren has got to work again with his accustomed energy and is putting up a new brick store which he expects to occupy about New Year. He has secured temporary accommodation for his business in the meantime.

BOON'S \$10 bills are in circulation. The counterfeit consists in a change which is effected by neatly stretching or sitting away one half of the thickness of the bill, covering it and letting in so to speak with muddle the words and figures, ten, from useless Consolidated and other bank bills. This patch-work fraud can be detected by holding the bill up to the light and by the small imprint of the figure five or whatever the actual denomination of the bill may be, on various parts of the bill.

THE Cunard Line Steamship Company have concluded contracts for the construction of three powerful screw steamships for the trans-Atlantic service, the largest of which is to be of steel, and will be of 7,000 tons and 8,500 horse-power, to be called the *Aurania*. The other two will be of 5,000 tons, 4,500 horse-power, and will be called respectively, the *Protonus* and *Cephalonia*. *Aurania* and *Protonus* are to be built in England by James and George Thompson. The total steam tonnage now in course of construction for the Cunard Company amounts to 30,500 tons, and 32,500 horse-power.

THE village of Watford, so recently devastated by fire, is being rebuilt, a correspondent tells us, mostly by two story brick buildings, where frames were. Every store and shop is already leased by the former lessees, and new ones building are arranged to better advantage, and fitted up in the latest styles consistent with economy and convenience. At present writing many of the buildings are pushed forward to completion, and what on the 5th of November was black charred remains is now wholly covered by brick structures. Over 100 hundred men are working on the grounds.

THE coal dealers appear to have things pretty much their own way. They charge almost what they like for fuel. People had hardly got through complaining of the high price of coal when up it went another fifty cents per ton. At this rate it is only a matter of time until the coal dealers will all be retiring with large fortunes and the consumers will all be in the poor house. This is not a comforting outlook. But consumers may console themselves with the reflection that coal dealers who charge an exorbitant price for coal can never expect to enjoy celestial happiness. They will have to spend eternity with a gentleman in their own line of business.

WHERE TO STOP AT WHEN IN TORONTO.—We are often asked by merchants visiting Toronto, what hotel they should put up at. We know of no better or comfortable house than *The American*, since it has passed under the control of the new management. Messrs. Atwood & Bingham—the former an old and experienced New York hotel keeper—have put the entire building, from garret to cellar, under thorough repair. It has been entirely re-carpeted and re-furnished, and ranks second to none in this city for comfort. From experience we know that its table is first-class, and fully equals hotels whose rates are nearly double. "*The American*" is right in the centre of the wholesale trade, and is by far the most convenient hotel for buyers who desire to get near their business. By stopping there they will save time and money, and get as good accommodation as can be had elsewhere.

A meeting of a number of gentlemen interested in the business of the port of Halifax was held recently to devise some means to improve the freighting business. Considerable discussion took place, the speakers avoiding any political bias, but pointing out in many places the grievance inflicted on Halifax by the Government not extending to this portion of the Dominion the same support received by the West to aid trade. They contended that the Government should take steps sufficient to secure for Halifax, at least for the winter months, the freighting business between Canada and Europe. A committee was appointed to take action to secure a public meeting of the citizens generally for expressing the feeling that the Government should aid the port of Halifax in becoming the terminus of the Canadian freighting and travelling business.

G. A. Saxe points out in a recent letter that while in London people grudge paying four shillings and ninepence for a pair of the very best kid gloves, in the United States the Americans must pay thanks to the tariff two dollars or eight shillings and fourpence for a pair, and these not of the very best quality, and he adds: "I should be very much obliged if any one would tell me in what American city and

at what kind of a store, I can buy a pair of strong leather gloves simulating dog-skin for five and twenty cents, or one shilling. Yet the Americans have plenty of leather, and are expert mechanics. Why should they not make their own gloves as they are making their own watches—which are coming to be of surprising excellence—and their own sewing machines? You must excuse my occasional reference to the tariff. It is the bottle imp of American life, and people have not yet 'learned to love it.'"

THE *Halifax Herald*, having had special facilities for becoming thoroughly acquainted with the actual condition of the Intercolonial railroad, testifies in the strongest terms to its excellent equipment and management, giving full details of the improvements which have been effected. Ballasting has been carried on continually, sleepers in great numbers have been laid, and in the matter of bridges a great and permanent improvement has been made. Over thirty wooden have in the last two years been replaced by iron ones. At nearly every important station additional siding accommodation has been provided, and not less than \$35,000 to \$40,000 has been expended in improving the shipping facilities at Richmoud. The special train upon which the writer travelled made the astonishingly fast time between stations of eighty-five miles an hour. These and many other facts presented are a sufficient reply to the charge that the road is running down for want of proper repairs and renewals.

ONE of the boldest and most successful robberies committed in Hamilton for some time was perpetrated on the 18th November, between 5.30 and 5.40 on a crowded thoroughfare, and the police have not as yet been able to trace the thief. At the hour named a man entered the jewellery store of Mr. David Thompson, 78½ King street east, and requested the young man in charge (William Smith) to show him some silver watches with the P. S. Bartlett movement, the Waltham manufacturer. Smith placed on the top of the showcase a tray containing about four dozen watches. The man picked out two, and laying them apart on the show case, pointed to a gold watch in the case, and said, "Let me see that, I believe it is the one I was shown by Mr. Thompson last evening." The request was complied with by Smith, the man taking the watch, and observing, "No, sir, this ain't the one, I guess it must be the other," pointing to another gold watch. Smith opened the case to get the other watch, when the man seized the two silver watches and the gold one and bolted out the door. So soon as Smith noticed the dodge of his customer he jumped the counter and gave chase, following the man down King to John, down the latter to King William, and thence to Hughson, down which the thief turned and escaped most mysteriously in the vicinity of the central fire station. The value of the property taken was \$85, one of the silver watches being worth \$25, the other \$20, and the gold one \$40. Smith describes the thief as a tall man apparently about thirty years of age, the first two joints of the forefinger of the left hand being missing, a fact which he noticed in consequence of the man holding a cigar of superior quality between the fingers of this hand. The man was dressed in dark clothing, a hard felt hat, a white shirt collar, and black necktie. The police authorities were communicated with at once, and a watch was set on the different railway stations, but so far unsuccessfully.

APPLICATION will be made at the next session of the Legislature for an Act authorizing the Midland Railway of Canada to construct a branch line of railway from a point at or near the Village of Omemee in the County of Victoria, to the Town of Peterborough, and thence, in an easterly direction to the City of Ottawa, with power to construct branch lines of railway to connect with the Marysville and Marquette Mines, or with any other mines or mills along the route; also enabling the Midland Railway of Canada to purchase, lease, or otherwise acquire the Port Hope Harbour or other lines of railway.

PROMISING investment in Manitoba lands are among merchants ought not to speculate in them at the expense of depleting their business. If they do, they may take one chance too many. Witness, Mr. Robt. George, a Toronto grocer who, with a surplus capital of \$5,000, though himself entitled to buy—not a modest quarter section or two of 160 acres each—but 12,000 acres of land in the prairie province! at a cost of \$11,000. The payments on this hampered him, and he ended his erecitors together a week ago. Fortunately he found some one to buy the land at a profit, and pay part cash. His merchandise creditor gave him eighteen months extension with monthly payments. He owes some \$20,000 in all.

THE best thing to do with British Columbia, if she begins making herself disagreeable again, is to take her kindly by the hand and bid her good-bye. There is no danger of the Confederation going to pieces even if British Columbia does with raw; she has been a grumbler and a nuisance ever since she came in. Had it not been for British Columbia the country would never have been pledged to build the Canadian Pacific Railway, nor would it have so easily attained its finances and crippled its prosperity by trying to carry out the bargain. If there ever was any likelihood of the railway being built, there is a likelihood of it now, seeing that a syndicate has been formed to build it. Yet notwithstanding this fact, British Columbia is grumbling again and lamenting that she is not like Newfoundland, a little province all by herself. The truth is that the Dominion Government has little to many concessions to British Columbia already, and the result is that she is now the spoiled child of the Confederation crying for a piece of the moon.

CUSTOMS officer Adams made an important seizure at Sarnia Saturday, the 23d Nov. From descriptions given to the department he recognized on the streets there last Friday night a well known smuggler, C. W. Dudley, of New York, whose ventures in the watch and jewelry line were detected two or three times before at Montreal and Prescott. Closely shadowing the man, he was rewarded by finding him bring two or three batches across the river that night in a row boat—and about midnight he had him arrested at Point Edward and the following arrangements to go east on the Grand Trunk. Dudley being a cunning and active character, this removal will be a good one. W. K. Davis, of Toronto, who is Dr. & McCollough, brother-in-law, is carrying on the purpose of procuring a pardon for the goods seized. It is said, also, that the cause of the seizure was the refusal of Dudley to give notice that the goods were coming in, and that he had agreed up to the matter with the customs officer.

the river. This man, knowing that jewellery was being smuggled, demanded double the stipulated sum and Dudley refusing, he conveyed information to the Customs authorities which led to the seizure. It is also said that the value of the jewellery is over seven thousand dollars, although some reports say only one thousand to fifteen hundred dollars.

It seems the fools are not all dead yet, although another of them recently did his best to attain that condition. A few days ago there arrived at the American Hotel, Toronto, a man named James Woods, a green-looking individual who claimed Lindsay as his home. He engaged room No. 22 and retired at about eleven o'clock, blowing out instead of turning off the gas. At about three o'clock in the morning Mr. Ed. Armstrong was disturbed by hearing vociferous appeals for assistance, and upon approaching Woods' room perceived a strong smell of gas. He called the night porter, and upon bursting open the door found Woods lying on the edge of the bed yelling loudly and complaining that he was dying. His face was turning blue and he was apparently in an advanced stage of suffocation. He was immediately taken into the hall, and after a medical gentleman had administered a reviving draught he regained his strength, but he did not go to sleep again, and the same morning he took the first train for home, fully determined never to sleep in the same room with a gas pipe again. It was a fortunate thing that Mr. Armstrong happened to hear the cries, as had Woods been allowed to remain in the room five minutes longer he would have been beyond mortal help.

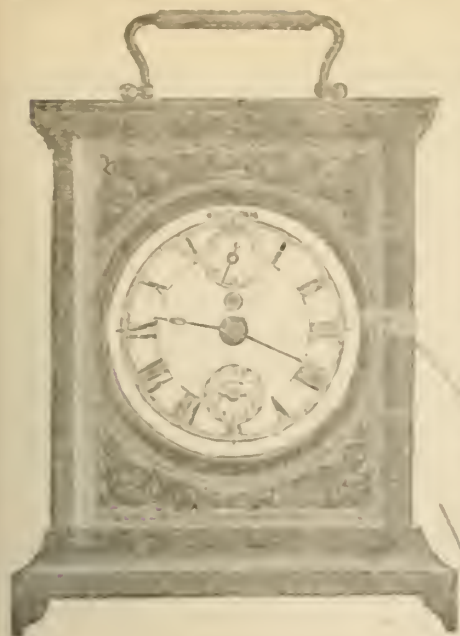
THE folly of people who have not been trained to business habits, rushing into a trade of which they are entirely ignorant, has received another exemplification in the person of Mr. G. A. Goodwin. The lesson, however, will probably be thrown away as has thousands of similar ones, and the country moths continue as before to sing their wings in the flame of the business candle. The case is thus nicely put by the "Monetary Times."

Any young farmer who harkens after the pleasures of storekeeping, many read with profit the following brief history. After doing so, we think his aspirations will have materially cooled. G. A. Goodwin, of Colshire, was a young farmer without any knowledge of mercantile business. In an evil moment he sold his farm last fall for nearly \$2,000 we believe. This amount he devoted to buying the old stock of an old established business at one hundred cents on the dollar, and after one brief year's experience he comes before his creditors showing liabilities of about \$4,000, and nominal assets of about \$2,700, these latter figures including bad and doubtful debts. The creditors having an offer for the estate from another party of 30 cents on the dollar of liabilities, have accepted the same, doubting if there was that much in the estate if they wound it up themselves. We imagine that Mr. Goodwin must feel keenly the great difference between his position of to day and the comparatively comfortable shape he was in one year ago. It is not easy at first to see how he can have dissipated in a small country business not only his own capital but some \$1,200 or \$1,500 of his creditors' money as well, in so short a time. When, however, we come to consider the price paid for old stock, some of it said to be the accumulation of years, Mr. G.'s total inexperience, and as we are informed, his speculating in lumber, in which he knew as little as he did of storekeeping, the good collapse does not remain so much a matter of amazement. So far as we can learn no charges of dishonesty are preferred and the failure is attributed solely to a lack of experience and business foresight.

PROGRESS OF WINNIPEG.—Significant evidence of the marvelous progress of Winnipeg, both in population and material growth, is found in the fact that the assessment has increased from \$2,000,000 in 1874, to \$4,600,060 in 1879 and nearly \$5,000,000 in 1880; and that some 400 buildings consisting of stores, dwelling houses, etc., have been erected or are in course of erection in the present year, involving an outlay of close upon \$1,000,000. At its incorporation in 1873, the population did not exceed 2,000, whereas, says the *Times*, it now numbers 100,000 souls. The city register computes that \$1,250,000 has been invested in real estate within the city limits during 1880. The indebtedness of the city on the 4th March last, according to the City Chamberlain, was \$234,794, against which were unpaid taxes, \$27,672, and sinking fund \$20,819. Since, that time, however, bridge debentures have issued amounting to \$200,000, making the total debt of the city now \$386,302.

CAPTAIN ERICSSON'S new torpedo implement is a boat, a gun and a projectile. The boat is submerged like a monitor, with all the machinery below an intermediate deck of plate iron, which is strongly ribbed and supports inclined armour plates. The deck-house above water has no ports at the sides and can be shot away without the vessel being disabled. Heavy wood backing gives a additional protection to the wheel and the electric battery, and the steering gear is ten feet below the water line. Attacking bows on, and defying with her armor the heaviest ordnance, the *Destroyer* is practically invulnerable, and at the same time a most terrible antagonist. Her armament consists of a single breech-loader of wrought iron hooped with steel and a bore of 16 inches. This gun lies seven feet under water and discharges a projectile containing 50 pounds of dynamite. When the boat, with its crew of ten men is within 300 or 400 feet of the enemy, the gun is fired by electricity and the projectile explodes by concussion. If the first shot fails, another follows in a few minutes and the torpedo bombardment proceeds with extraordinary rapidity, no time being wasted in charging the gun. The substitution of gun powder for compressed air in the operation of charging the gun vastly increases the efficiency of the armament.

A PRIZESKIRM firm is manufacturing all kinds of garments from spun glass. Specimens have now been made and exhibited among the articles being a large table cloth, a towel, and a napkin. At first sight they could not be distinguished from the common kind, but, on closer inspection were found to be marvelous specimens of glass manufacture. The table cloth was about six feet square and white in colour, save near the ends and sides, where a border of delicate but pretty green added a tasty finish to the entire piece. The cloth was fringed on its four sides. The other articles were similar, save in the ornamental borders, which were pink and red respectively. The cloth was found to be made of threads, not transparent, which rivalled cobwebs in glossing the identity. These frail filaments were woven together perfectly, and the cloth proved itself to be as flexible and but slightly heavier than if it had been composed of cotton. It is said that this cloth could be washed and ironed with equal propriety. Feathers were exhibited, fashioned into a natural shape out of variously coloured threads of glass. Some of the white neckties made from this, when worn at night in a brilliantly lighted room, gave forth a gleam like diamonds, and were very fitting and pleasing apparel.



THE LARGEST
Clock House
IN CANADA.

411 246, 248, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

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Journal of Management Education 31(10)

SAMUEL STERN,

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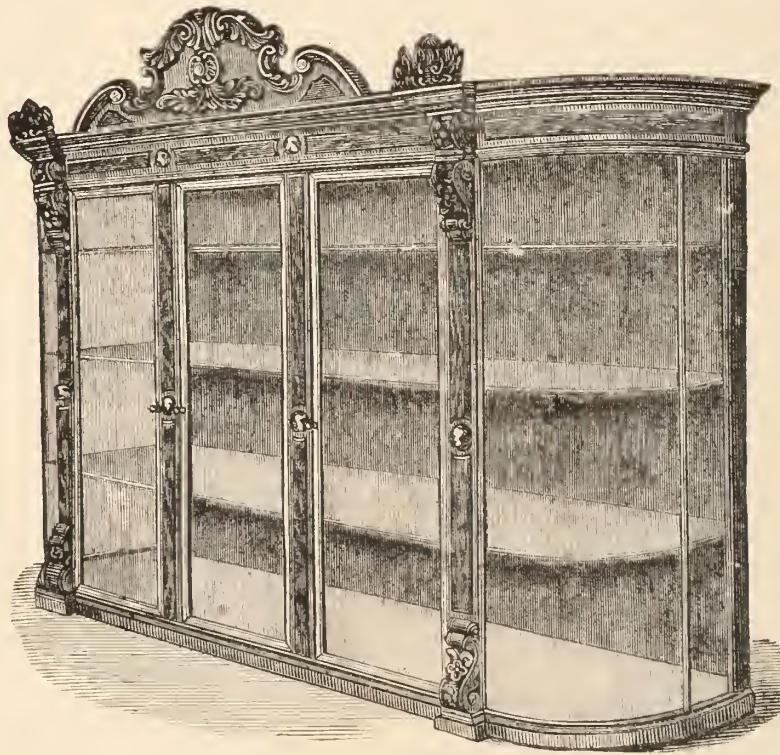
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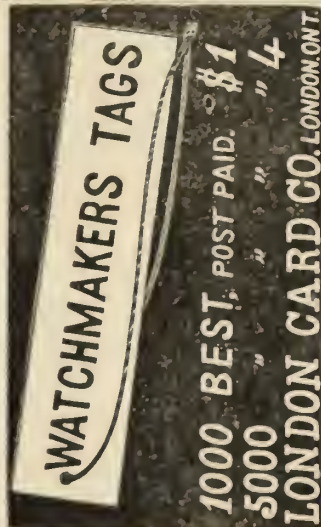
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THE TRADER.


"A Journal devoted to the interests of the Hardware and Jewelry Trades."

OL. 2.

TORONTO, JANUARY, 1881.

NO. 5

CARD OF THANKS.



Zimmerman, McNaught & Co. desire to take this opportunity of thanking their numerous customers throughout the Dominion of Canada for the continued confidence and generous support that has been accorded them during the past year, and to wish them, one and all,

"A HAPPY NEW YEAR."

As in the past, so in the future, will they endeavor to make their interests, and those of their customers, identical, and by dealing only in reliable goods, and giving their customers full value for their money, continue as before to merit the generous support of the Trade.

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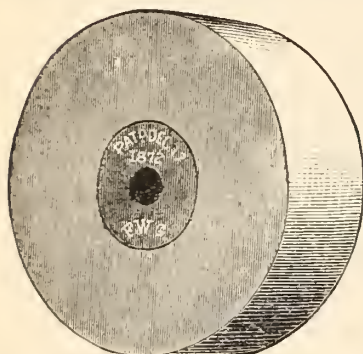
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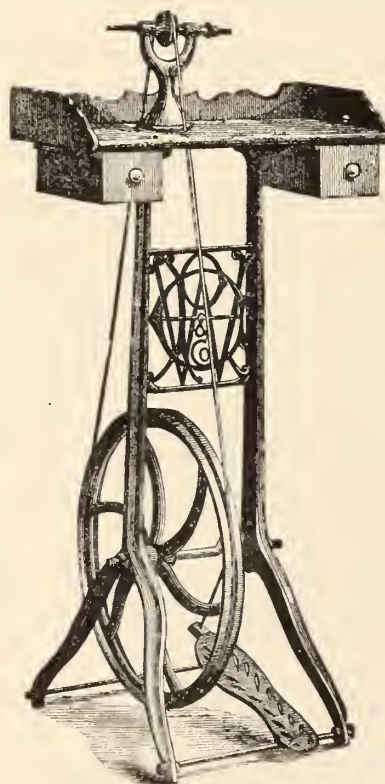
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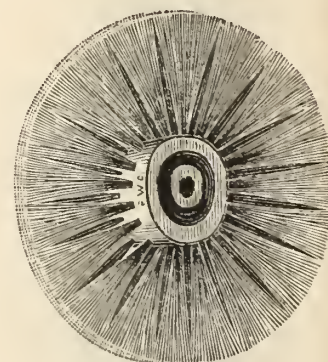
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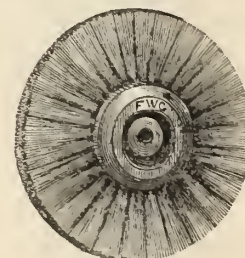
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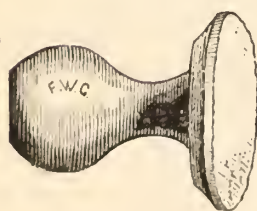
LATHE.



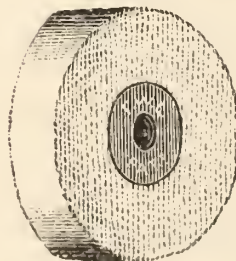
Bristle Brush.



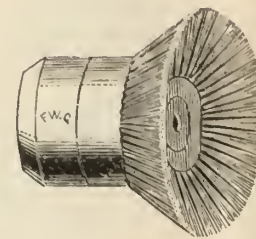
Bristle Brush.



Inside Case Buff.



Cotton Buffs.



Inside Case Brush



Inside Ring Felt Buff.



Inside Ring Cotton Buff.

We supply with this very complete Lathe besides above illustrated Brushes and Buffs, 1 Emery Wheel, 1 Circular Saw, 1 Box Tripoli and Rouge, and 6 ready-made Drills. Lathe is made entirely of Iron, excepting top and drawers, which are of Walnut. Cheapest Lathe ever sold. Send for prices.

THE TRADER.

TORONTO ONTARIO JAN. 1881

Distributed free to every Jeweler and Hardware Merchant in Canada

Advertising Rates.

Full Page	-	\$20 00 each issue
Half Page	-	12 00
Quarter Page	-	8 00
Small Advertisements	5 cents per line	

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
No. 17 Adelaide Street East, Toronto, Ont.

OUR NEW-YEAR'S GREETING.

Our present issue, coming as it does in the midst of the holiday season, is a most fitting time for us to convey to the many readers of "THE TRADER" our sincere congratulations upon the present favourable business outlook, and to wish them one and all "A Happy New Year."

We trust that with the year 1880 the last trace of hard times will have taken its departure from this country, and that the year now just begun will not only be the precursor of better times, but the initial year of a long era of national prosperity.

THE HOLIDAY TRADE.

The reports of the holiday trade from all parts of the country is unusually satisfactory, and without doubt has been the best season the retail trade has experienced for the past six or seven years. From every section we have almost the same report, sales larger than usual and money more plentiful than before. Everybody seems to have had money to spend, and they have spent it freely, and the activity of the recent holiday trade has reminded us very much of the good old days of '73, and has been to us one of the most convincing proofs that the prosperous time we have been looking for so long have really come again.

As we predicted in our last issue the holiday trade came on with a rush, and the dealers who had their stocks fully assorted were the gainers by it. The present tendency is to keep fuller and better assorted, though not necessarily much larger stocks than heretofore, and as a rule the dealer who has the best assort-

ment of goods will effect the largest amount of sales in proportion to the value of his stock. We are glad to know that trade in general has been so satisfactory, and we trust that the revival may extend throughout the whole year, and not simply be a reminiscence of the holiday season.

THE OUTLOOK.

So far as the Dominion of Canada is concerned the condition of trade was never better than it is at present. Our dealers have learned from experience how to make the most of their means, how to buy close, and more important still, how to keep down expenses. The secret of success in these days of keen competition is how to keep down the expenses as low as is consistent with efficiency, and make money by saving money. Our dealers have also learned the important lesson of buying carefully so as not to overload their stocks, and it is highly important that they should be seconded by the jobbers in this respect, for it is certainly as important to the latter as to the former to see that his stock is large enough for his requirements and no larger, and that he does not go on accumulating bad and unsaleable stock, and as a consequence get behind with his payments. It may be safely taken as a rule that a small and attractive stock of new and desirable goods, always kept abreast of the times by the careful addition of novelties, is a much better paying investment than a heavy stock that hangs on the hands and grows old and shop worn before it can be disposed of. Everything at the present time points to a prosperous era ahead and our merchants should, while exercising sufficient caution, get themselves ready to provide for a larger and better paying trade than they have had for years past. The new year 1881 opens with promise of great things, and it needs only prudence, energy and good judgment on the part of our merchants to make its returns commensurate with the present expectations.

OUR CANADIAN ELEPHANT.

The all absorbing topic in Canada at present is, without doubt, the bargain between the Government and the Pacific Railway Syndicate. It is quite apparent from the utterances of our political press, that the roseate or sombre hues of the bargain are very much in keeping with

the tint of the political spectacles through which they are seen; and it is for this reason, mainly, that we take the ground that this question should be considered solely on its merits, and party considerations left entirely out of the issue.

We have been told that this is a question for politicians only, and one that we, as commercial journalists, have no right to discuss; we deny the force of any such contention, and insist that this is not only a commercial question, pure and simple, but one, moreover, that is so momentous in its effects upon the future of our country, as to make it an imperative duty for every commercial man of any standing whatever, to speak out his mind, and that with no uncertain sound. We think that this question has too long been made a handle of by politicians for party purposes, and that the sooner our members of Parliament can be made to understand that the country is determined to treat this bargain as a commercial question, and try and get "value for their money," instead of a good thing for their party, the better it will be for all concerned. In approaching this question we shall, leaving politics entirely to one side, look at it solely from a commercial standpoint, and we trust that if some of our readers differ with us in opinion, they will at least give us credit for sincerity.

In the first place we think that while it would be well to have a transcontinental railway across Canadian territory, it is not a pressing necessity. Everybody, except the most rabid of politicians, must now admit that this scheme, inaugurated solely for political purposes, was premature.

Ten years ago our rulers, then totally in the dark as to its cost, pledged the country to build this gigantic railway; the reasons then assigned were the political buncombe of a military highway which should unite and consolidate our scattered provinces, and the addition of the trade of the newly admitted Province of British Columbia, with its teeming population of about 15,000 souls. This stupendous undertaking was to have been completed in ten years from date of agreement, 1870; the time has now expired, and although nearly thirty-five millions of dollars have been expended upon it, we are still only upon the threshold of its construction. The political buncombe of a grand transcontinental military highway has gradually fizzled out, while the magnitude and importance of the British Columbian trade is now

estimated at pretty nearly its true value.

The want of the hour is cheap and rapid communication with our northwest territory by an all Canadian route, if at all possible, at reasonable expense. To our mind the most important part of the road is the section from Fort William to Winnipeg, for this, with the existing waterways, will give us an all Canadian route, available for nearly eight months in the year, to the fertile lands in the northwest, and will answer our purpose until the all rail line is completed. This portion of the road, however, is already under contract, and it is expected that it will be completed and in thorough running order in about eighteen months.

The next section in importance is that from Winnipeg to the Rocky Mountains. It runs almost entirely through the prairie country, is easy and inexpensive to build, and is a pressing necessity for colonization purposes. It is the key of the rich prairie lands, and its construction should be entered upon at once and pushed with all the vigor that the government possesses.

The third section in importance is the eastern or Lake Superior Section, which will unite the central or prairie section with the railroad system of Ontario and the east. This section, while it would be of immense value to Ontario and Quebec, can hardly be considered as an immediate necessity, seeing that in the summer months we will have direct communication by the Lake Superior and Fort William route, while winter and summer we can use the all rail American route via Chicago and St. Paul.

The fourth, and least important of all the sections is that over the Rocky Mountains and across the western slope through British Columbia. Commercially speaking, this section is at present unnecessary, and the construction may, therefore, be delayed, without any very important loss of traffic, until some period in the future when the necessities of the case will demand its prosecution. Such is our view of the relative importance of the different sections of this road and the order in which the work should be prosecuted.

From this standpoint it is evident that the present policy of constructing the entire railway is a mistaken one, because it involves the country in an expenditure for which there is no pressing necessity, and for which no adequate return can be obtained for many years to come.

Without doubt the centre or prairie section will pay almost from the start, if

proper land regulations are enacted, and emigration encouraged as it should be. The eastern, or Lake Superior section, in our opinion, although passing through an inhospitable country for settlement, but which will probably prove rich in mineral products, will no doubt pay as soon as completed because both the natural produce of the Great North-West seeking its way to the seaboard and the manufactured goods which it must of necessity import from the Eastern Provinces or Europe must find their way over this section, provided always that the freight rates are low enough to induce shippers to use this direct route in preference to its round-about competitors. This being the case, we think that the Government have acted unwisely in forcing on the country a contract which includes the western, or as is generally admitted the useless part of the road, when there is no immediate necessity for it, and the promoters of the scheme admit that the fact of its being included in the contract has detracted greatly from their success in negotiating for its construction and added materially to the cost of the enterprise.

According to Sir Charles Tupper's statement, "there are at present three parallel lines of railway chartered by Parliament, which are to run from the province of Manitoba to the foot of the Rocky Mountains. These lines are, according to the Minister of Railway's statement, to be built by private Companies, who have so much faith in the future of the country, that *they are willing to construct them with their own money, provided only that the Dominion Government will sell them lands at \$1.00 per acre, in the country through which they pass in order to enable them to construct and operate their lines.*" This is a singular contrast to the present agreement under consideration, by which the Government propose to give the syndicate to aid them in the construction of a parallel railroad through the very same section of country, a cash bonus of \$10,000, and a land bonus of 12,500 acres per mile. Taking the land as being worth \$3.00 per acre, which no doubt will prove to be less than its real value, as a glance at the article, on another page, on the value of railroad lands in the United States will testify, we have as a bonus for this prairie section of say 1,000 miles—cash, 1,000 miles at \$10,000 per mile \$10,000,000, and land 12,500,000 acres at \$3.00 per acre, \$37,500,000, or in all

a grand total of \$47,500,000. Now, looking at this matter from a purely commercial standpoint, one would naturally say that there must be something wrong, where there is such an enormous discrepancy, certainly one of the parties must be laboring under a very grievous mistake. If the Syndicate is getting only a fair bonus for their road, what a foolish lot of people must those gentlemen be who propose to build a similar road through exactly the same kind of country for forty-seven and a half millions of dollars less bonus in money and lands, and actually think they are getting a favor from the Government when they are allowed to purchase lands for \$1.00 per acre. Commercially speaking, however, it is more than probable, that as there are according to Sir Charles Tupper's statement, three distinct Companies who are so foolish as to be willing to risk their own money in order to construct these roads and also pay the government \$1.00 per acre in addition for the lands they acquire, and fancy they can make money out of the operation, that there must be some very good grounds for their belief. The general opinion is that capitalists will not risk their money without fully counting the cost of any proposed venture, and for this reason it is quite evident that the bonus for the Central Section is enormously in excess of what it should be. Indeed we have no hesitation in saying that if the Government were to-day to advertise for tenders for its construction even without the monopoly clauses of the contract, they could get plenty of companies to construct it for less than half the present bonus, provided it became their property on completion. Our belief is that on these conditions a company could be formed to build it for a grant, in lands alone, of 5,000 acres per mile or five millions of acres in all, equal, at the price we have before calculated the value of such lands, to \$15,000,000. This would effect a saving on this section of \$10,000,000 in cash and 7,500,000 acres of land, which at \$3.00 per acre would be \$22,500,000, equal in all to \$32,500,000.

If any additional proof were wanting to strengthen this view, section 5 of the present agreement would amply furnish it. This section provides that the Syndicate shall pay to the Government the actual contract cost of the 100 miles of railway west of Winnipeg, now nearly completed. The *contract price* of this

section was \$6,000 per mile cash. The steel rails which are provided by the Government, calculating 88 tons per mile would cost \$3,000 per mile, thus making the total cost per mile \$9,000, or, \$900,000 for the whole section of 100 miles, *while on its completion the Railroad would be owned by the Government.* Now, according to Section 9, clause A, of the contract, the Syndicate is to receive from the government for the \$900,000, the actual cost of the road paid by them, cash \$10,000 per mile, (or \$1,000 a mile more than they pay for it), or \$1,000,000 in all, and a land grant of 12,500 acres per mile or 1,250,000, which at \$3.00 per acre would amount to \$3,750,000, or, in all a grand total of \$4,750,000. In other words for their \$900,000 the Syndicate receive—the road itself, and \$4,750,000 as a bonus for their kindness in taking it off the country's hands. At the same rate of construction, the central section of 1,000 miles at \$9,000 per mile would cost \$9,000,000 in cash, *but the Government would own the road*, which would always be an asset and supposed to be value for its cost. Under the contract the Syndicate get from the government \$10,000,000 in cash (or \$1,000,000 more than they could let out the contract for,) and 12,500,000 acres of land which at \$3.00 per acre would amount to \$37,500,000, thus making a grand total of \$47,500,000—or \$38,500,000 more than its actual cost, and not only this, but a present of the entire road itself into the bargain.

If this 100 mile contract costing only \$9,000 per mile is a fair sample of the central or prairie section, it is quite evident that our estimate of a 5,000 acre land grant (equal to \$15,000) per mile would be an amply sufficient bonus to build this part of the road, provided that the road itself become the property of the company on completion.

This being so, and from the facts which are coming to light every day we see no reason to doubt it, we think it would have been better for the Government to have let this section separately, and then devoted the money and lands thus saved to the work of pushing forward the Lake Superior section.

For this section assumed at 650 miles they have in the contract set aside a subsidy of \$15,384.61 per mile, or \$10,000,000 in money, and 9,615 acres of land per mile, or 6,250,000 in all, equal at three dollars per acre to \$18,750,000, total \$28,750,000. Now

if this is anything like the real value of the work, or rather the loss on the undertaking, for it is always assumed by the Government that the subsidy is given for the purpose of getting the Syndicate to swallow something that is in itself bad and unpalatable, it seems to us that with \$32,500,000 saved from the central section they would be in a pretty fair position to proceed with the work. If this amount were deemed insufficient they could increase this subsidy one half which would make it \$48,750,000 and still effect a saving of \$27,500,000 in the amount of the combined contracts of these two sections. As the amount of bonus for this section according to the contract is only \$16,250,000 and the road, we think it might be fairly assumed that it could be let by public tender for \$48,750,000 and the road into the bargain. We believe strongly in pushing forward the Lake Superior section to a speedy completion, and think that the contract should be completed if possible in five instead of ten years. While we are well enough off during the season when navigation is open, we must, until this section is completed, be compelled to find our way through the United States, and be subject at all times to the vexations of bonding and other restrictions imposed by their Government, and the only way by which we can ever become thoroughly independent is to build this line on our own territory. In the meantime we think that the Sault Ste Marie line should be pushed forward with all possible dispatch. This would give us a choice of routes, and consequently cheaper rates, and even after our own Lake Superior section was finished, would be useful in securing for our main line a large share of the through carrying trade of the produce of the North Western States, which would thus find its shortest and cheapest way to the ocean.

In regard to the bargain now before the public we think it is an extremely bad one for the country and a good one for the Syndicate.

According to our calculations we agree to pay them as follows:—

Cash	\$25,000,000
Works already constructed or which will be completed by the Government.	35,000,000
25 million acres land @ \$3.00 per acre	75,000,000
Total	\$135,000,000

Now if this was simply a contract by which the Syndicate should build the road it might be considered a fair price, but when we come to consider that after the road has been built and paid for entirely with our own money, it will not belong to us but to the company, it strikes us that we are paying rather "too dear for our whistle." But there are other and graver objections to the bargain than even this, bad as it is. The disadvantage at which it puts the trade of Ontario as compared with that of Quebec, the creation of a monopoly by the action of government refusing to allow the construction of competing lines to the south of it for twenty years, the inadequate and unfair distribution of the bonus over the different sections by giving the greatest bonus for the easiest constructed portion of the road, and last but not least the failure of government to provide sufficient legislation by which a fair upset price shall be fixed upon the land and the interests of the settler and country thus protected. As each one of these features would furnish material for a lengthy article in itself, we shall not do more than mention them here. We trust, however, that before parliament passes judgment upon this question, the commercial men of Canada who have such a large interest in the future of the great North-West as a market for their manufactures, and the farmers whose descendants must naturally look to that part of the Dominion for their future homes, will enter such a decided protest against the unjust points of this contract, that our rulers may be compelled to amend them before it is too late. This the most important question we have ever had before us, and it is one which more closely affects our national prosperity than any which we have been previously called upon to decide. With all good men and true who believe in country before party we will hope that the decision of Parliament may be so influenced and directed that it may legislate in this matter in the manner best suited to the present interests of the country and its future prosperity.

ARRANGEMENTS are nearly completed at Kingston for the founding of a new industry, the manufacture of charcoal iron. It is intended to commence operations with a capital of \$4,000,000, merely manufacturing charcoal bloom at first, but if successful the capital would be increased and operations extended to the manufacture of bar iron and charcoal pigs.

Selected Matter.

BLACK PEARLS.

A contemporary says: "In reference to the recent discovery in Vienna of a valuable black pearl, supposed to have been one of the three of the same color that formerly adorned the English Crown, the Banff correspondent of *The Aberdeen Free Press* states that a gentleman there had shown him a black pearl of rare value and beauty that had been brought to this country a good many years ago from South America by a shipmaster. The pearl is oval-shape and is about the size of a small pea; and although jet black, it has a polish of great brilliancy. It has been cut slightly on one of the sides as if it had been previously placed in setting.

Black pearls are really not very uncommon: they are found, says Mr. Streeter, in the Gulf of Panama, and in Western Australia, and rise in value from \$5 to \$50 a grain. It appears that inferior colored pearls are sometimes dyed black or russet brown, and sent into the market that only a very inexperienced eye can be deceived by them. The author just quoted, states that the Empress Eugenie, consisting of a row of matchless black pearls, realized the large sum of \$20,000 after the removal of the pearl forming the snap, which was subsequently sold for 1,000 guineas to form a centre of a bracelet.

With regard to pink pearls, of which mention has been made above, we may remark that, when fine and large, they command exceptional prices. They are found in the rivers of South America, and in the Bahama Islands, and vary in value according to their quality, shape, and size, the price ranging from five shillings to \$30 per grain. This kind of pearl is apt to have an irregularity of form which unfits it for use as a personal ornament. It is imitated in pale pink coral, cut and finished for the purpose; but the counterfeits fail to present the peculiar luster which distinguishes those that are genuine.

TRADE MARKS.

In the United States Circuit Court of Maryland was recently decided an interesting case on the above subject. The complainant was a manufacturer of bluing at Boston, Mass., who had devised and adopted as a trade-mark, certain devices and marks, and a certain form of

package to identify his goods. The complaint was that the Respondent engaged in the same business in Baltimore, had sold his bluing in boxes designed to imitate those of his Boston rival. For the defence it was contended that complainant was entitled to exclusively use only the *fac-simile* of his signature, the dates of the patent and re-issue thereof and the word "crystal." The matters complained of as having been imitated, viz., the size, form and color of the boxes, the blue color of the label, the lettering, type, phraseology, and the red top of the boxes, it was contended were such as belonged to commerce and the public in general, and were incapable of exclusive appropriation by any one.

When the cause came on for hearing it was shewn in evidence that the name and place of manufacturer on the labels, and many of the words were different, but that the color, size, type, arrangements and divisions were in such exact similitude in all respects as to divert attention from the differences, and to produce the impression that the wares were the same. Under these circumstances the Court held that as a simple matter of trade mark, the respondent was sustained in the position assumed by him, but that he had nevertheless been guilty of improper, and inequitable conduct to the complainant in having designedly so put up, labeled and packed his goods that purchasers for whose use they are intended are misled and deceived. The fundamental rule applicable to such cases is stated to be that one man has no right to put off his goods for sale as those of a rival dealer, and that "he cannot, therefore, be allowed to use names, marks, letters or other *indicia* by which he may induce purchasers to believe that the goods which he is selling, are the manufacture of another person." A decree was accordingly made in the complainant's favor.

SALES OF AMERICAN LAND GRANTS

Mr. Poor, the compiler of the "Railroad Manual," has forwarded to Mr. F. W. Glen an extract from the forthcoming volume of the Manual for 1881. The extract shows the total number of acres sold by the American companies, the number sold during the last year, and the price paid per acre obtained last year. In the case of most of the roads the information is brought down to June, 1880, and as to the others to December, 1879.

The following remarkable state of affairs is shown:—

SALES OF AMERICAN LAND GRANTS.

	TOTAL ACRES SOLD	DURING LAST YEAR.	PRICE PER ACRE LAST YEAR.
Southern Min...	—	4,252	\$6 79
Hannibal & St. J	512,999	64,273	7 76
Burlington & Mo	1,041,526	514,098	6 15
St. P. & Sioux C	324,544	30,955	6 65
Union Pacific ..	3,166,997	402,707	4 05
Central Pacific..	726,536	91,270	3 54
Kansas City. Fort			
Scott, etc.....	441,708	32,760	4 26
Kansas City, Lawrence & So'n	199,760	20,216	3 23
St. Louis & San Francisco	553,874	40,344	—
Iowa F. & Sioux City.....	314,276	36,266	—
Chicago, B. & Q.	—	26,140	14 65
Illinois Central..	2,314,143	19,928	6 08
Northern Pacific.	2,593,983	304,277	2 67
Sioux City & St. Paul	232,137	33,672	6 30
Grand Rapids & Indiana.....	—	30,923	11 61
Chicago, Rock Island & Pacific..	371,854	93,318	8 63
Chicago & Northwestern.....	557,575	103,140	3 20
Chicago, Milwaukee & St. Paul..	148,857	7,634	4 17

It will be observed that in every case where the land grant is situated in a State of average fertility, prices ranging from \$5 to \$14 are being obtained for the land. Even Northern Pacific land, which is as bad in quality as that which in our North-West is classed as uncultivable, is selling for \$2.67 per acre.

DIAMOND CUTTING.

The art of diamond cutting is usually supposed to have been invented by Louis Van Berquem, of Bruges, in 1456, but closer inquiry shows that he only introduced important improvements into a method already in use. It is said that there were diamond polishers, at Nuremberg in 1373, and the same trade was exercised early in the following century at Paris, where a cross-way called "La Curarie," once inhabited by the workmen, still exists among the diminishing relics of the past. Nor is it to be supposed that this art was entirely unknown to ancient nations. In India, from the earliest times, a mode of realising the crystal from its native husk was employed, which probably differed less in principle than in application from that now used in London and Amsterdam. The gem engravers of antiquity not only worked extensively with the diamond point, but in some rare cases engraved the "indomitable" stone itself. In the Duke of Bedford's collection, for instance, is a diamond engraved with the head of Poissonius, and one bearing the por-

trait of a Roman Emperor was to be seen at the Paris Exhibition of 1878. After the barbarian invasion, the art became the secret of a very few, without, it would seem, ever declining to distinction; for the diamond clasp fastened the imperial mantle of Charlemagne at his coronation had the natural faces of crystals rudely polished, and cut diamonds have occasionally been found on mediæval church ornaments.

The fashionable rage at present is for everything American. American ladies are the most eagerly sought for in London society; American writers command their own terms in the magazines, especially if they have certificates to show that they are real "American humourists"; American novelists write for three or four periodicals at a time; in short, to "take" with the public, all things must come from New York, Boston, or Philadelphia, from a mouse-trap to a clothes-wringer, from a ballet-dancer to a countess.

We are glad to learn from the Melbourne papers, that Mr. D. D. Manson, the representative of the Waltham Watch Co., at the Melbourne International Exhibition, has disposed of their entire exhibit, for the sum of \$75,000. They have been bought by dealers residing in Melbourne, and will be delivered as soon as the Exhibition closes. We understand that Mr. Manson's sales have been very large since his arrival in Australia, and that the Company are highly pleased with his success.

SOME of our Canadian manufacturers have a world-wide reputation, and none probably are more justly famed than the goods turned out by our carriage makers. The past week one Montreal maker shipped a fine covered buggy to the Cape of Good Hope, while another firm in the same city shipped several vehicles of the same kind to Siam. Lord Dufferin justly appreciated the excellencies of Canadian made carriages and sleighs, and upon being appointed to his present post at St. Petersburg, ordered a double sleigh from a Montreal maker. British officers who have served with regiments stationed in Canada have also done much to advertise our makers, and orders from England and Scotland are not seldom received.

DETROIT is forming a company to build the Fontaine locomotive, which some

railroad men think will revolutionize the construction of locomotives. The Fontaine engine differs from the standard engine in having the power applied by a single rod on each side running from the cylinder to a large drive wheel immediately above the front driver on the ordinary locomotive. The upper drive wheel is of the same diameter as the lower, but it bears upon a flange several inches smaller than the lower driver, and thus brings into play the principle of large and small pulleys in the driving of ordinary machinery. The Fontaine locomotive also has no dead centres, for the lower driver acts as a huge balance wheel, carrying the upper wheel past the point where power is lost.

BUSINESS CHANGES FOR DECEMBER

John Webster, hardware, Brussels, Ont., has sold out to Benj. Gerry; Robert Keebe, tins &c., Newry, Ont., removed to Wellesley; Wright & Co., hardware, Nananee, Ont., dissolved, R. G. Wright continues; Wm. Lemon, hardware, Forest, has sold his business; G. H. Bertram, hardware, Lindsay, Ont., selling off and retiring from business; W. D. Brock, tins and stoves, Wyoming, Ont., has sold out; W. C. Allgeo, jeweller, Hamilton, Ont., been sold out by Sheriff; L. E. Battegay, jeweller, Toronto, selling out by auction; Jacob Graber, jeweller, Montreal, dead; Stuart & Sheppard, hardware manufacturers, Brockville, Albert Stuart, dead; M. C. Potts hardware, Palmerston, has sold out; Decondu & Co., hardware, Joliette, Que., burned; Chinic, Beaudet & Co., wholesale hardware, Quebec, dissolved, Hon. E. Chinic retiring; new firm will be Beaudet & Chinic.

NOTES.

THE Toronto retail firm of Johnson, Dixon & Co. paints, oils, and glass, have sold out to Mr James W. Paton, Yonge St., in the same line, who took possession on 1st prox.

A CONTRACT to manufacture five thousand pairs of skates for Messrs Crathern & Caverhill, of Montreal, has been undertaken by the Guelph Sewing Machine Company.

ROBERT PATTERSON, late Great Western Railway and Manitoba excursion agent at Paris, took a severe attack of bronchitis on Friday afternoon, and died at four o'clock next day.

THE efficient surveyor of Customs of this Port, Mr John Douglas, has received from the Department, we are informed, a handsome sum in recognition of his services as acting collector since the removal of the late collector Mr James E. Smith.

THE owner of the diamond found at the ballast wharf, Newcastle, N. B., has returned from Europe, whither he went for the purpose of disposing of it. He was informed that his diamond was too soft but the proposition was made that if he cared to run the risk it could be worked and he be paid what it was worth. This proposal was not accepted.

IT is stated that small silver to the amount of \$120,000 reached the Receiver General's Office in this city, on the 24th ult., and that \$80,000 more is on the way. This has lessened the scarcity of small change.

DUDLEY, the jewellery smuggler, captured at Sarnia has been convicted and sentenced to three months imprisonment on two indictments. His chief punishment lies in the confiscation of the smuggled jewellery found in his possession when arrested, which is valued at \$1,000 or more.

CHEAP COAL AT EDMONTON.—The proprietor of the hotel at Edmonton, N.W.T., has procured all the coal necessary for his use on the banks of the Saskatchewan opposite that place. The bank has three seams in sight. The upper one, which is thirty feet below the top of the bank, is twenty inches thick. The next seam is some eight feet below that and is five feet thick, and is first rate coal. The lower seam is thirty inches thick, and is quite good enough coal for anybody.

MR. EUGENE FONTAINE, the inventor of the new locomotive bearing his name, which was built at Patterson, N. J., and is attracting much attention in the west, was born near Quebec, of French Canadian parents, learned his trade as machinist at Rouse's Point N. Y., is forty six years old, and lives in Detroit, Mich., where five years ago he took charge of the "Pin Works." The Fontaine locomotive has four driving wheels revolving above the boiler upon the flanges on the smaller wheels below running upon the tracks, the lower wheels revolving one and three-quarter times to each revolution of the upper wheels. It is reported to have run a mile in forty eight seconds.

W. C. Allgeo, jeweler of Hamilton, has decamped for parts unknown, but generally supposed to be the United States. The stock has been sold by the bailiff under power of foreclosure of a mortgage given by Allgeo to one Fanny Gould, his sister. The whole affair looks like a put up job on the creditors, for what Allgeo has not taken with him has been swallowed up in satisfying the chattel mortgage given to his sister. The only pity is that the extradition treaty will not allow the arrest of such a scoundrel as Allgeo wherever found in the United States, as he should certainly be made an example of.

PRESENTATION TO MR KEMP.—On the 2nd Decr a number of personal friends of Mr J. C. Kemp, retiring manager of the Bank of Commerce, at Hamilton, presented him with a valuable service of silverware at his residence. A large number of ladies and gentlemen were present, among them the Hon A. Hope, Mr Broughton, Manager of the G.W.R., Judge Sinclair, Mr. Burns, manager of the Federal Bank, Mr Hamilton, manager of the Bank of Hamilton, Messrs. Benner, Cameron, Mason, Billings, Roach, C. Hope, Glasgow, E. Mitchell, Crerar, Brown and other leading citizens. Mr Crerar made the presentation in a few well chosen remarks. On one of the pieces the following was engraved—

Presented to John C. Kemp, Esq., by a few of his personal friends in Hamilton on the occasion of his removal to Toronto, 1880.

The merchants and tradesmen of Durham have shown commendable unanimity in limiting the term of credit to their customers. Some thirty of them, including eight general dealers, three harness dealers, grocers, milliners, foundrymen, and blacksmiths, etc., have signed the follow-

ng advertisement, which we find in last week's *Grey Review*. "Being fully impressed with the serious consequences arising from the long credits heretofore given, and in conformity with similar action already taken in many other places we have decided to limit credit on current accounts to six months. All accounts becoming due and payable on the first day of July and January of each and every year, after which dates interest will be charged. This agreement to take effect on and after the first day of January, 1881."

AMERICAN MANUFACTURERS reckon without their hosts when they flatter themselves that having once gained a footing for a novelty in the English market they are there for ever. Under compulsion the English artisans will adopt new patterns. He does not like it, but if he must do it or starve he prefers the least of the two evils. We learn from the London *Ironmonger* that all the new American patterns of saws are now made in Sheffield at prices with which Americans cannot compete. This is but one instance, says the *Ironmonger* :—

"Wolverhampton and Willenhall are doing in other directions what Sheffield is doing in the case of small saws, and the manufacture of what may be called 'Anglo-American novelties' is now becoming quite an important business. But this is not the only satisfactory feature of the present situation. Our manufacturers and workmen alike, have discovered that the Americans do not possess a monopoly in the art of producing novelties and ingenious contrivances for saving labour, are turning their attention in the same direction. Invention is being stimulated here, as well as elsewhere, in a way hardly imagined a few years ago, and it is not improbable that the Americans may find us formidable rivals even upon ground which they have hitherto had pretty much to themselves. Their clocks cannot yet be approached for cheapness; but saws, locks, iron fittings of various kinds, and knick-knacks generally, can be produced at home equally as well, and much cheaper. This constitutes a most cheering 'sign of the times.'"

The Mennonites settled upon the reserve west of Emerson, Manitoba, are reported as making gratifying progress. Last year the population of this reserve, which comprises seventeen townships, was 2,841, the total amount of grain raised was over 200,000 bushels, and the value of their stock and implements, \$140,000. This year the population is 3,921, their surplus grain, above what was needed for seed and home consumption, was 263,041 bushels of the value of \$161,332, and the value of their stock and implements amounted to \$383,417. There have been 167 marriages during the year. This is an excellent showing.

A new pastime for ladies has been invented by a Nuremberg chemist—the art of eidographie. The art consists of a new method of decorating silks and other fabrics, and it is expected to supersede embroidery. The eidographist uses hollow pencils which are charged with a fluid metallic compound. On exposure to air the metal hardens instantly. Every known colour can be produced. Designs traced with the pencils become indelible, lasting as long as the materials on which they are traced. Glass can

be stained, and wooden ware and pottery decorated in the same manner. The manufacture of the pencils has already become a considerable industry in Germany.

About twenty-five years ago Canada imported annually from fifty to seventy-five thousand dollars worth of cheese, while now she exports the enormous amount of ten million dollars. It is estimated that last year the butter and cheese exports exceeded those of wheat by nearly four million dollars. The quality of the cheese has also greatly improved, so that to-day Canadian cheese is equal to any manufactured. The result is largely attributed to the factory system, Canadian cheese carried off the first prize at the Centennial Exhibition against the world, and also at the International Dairy Fair at New York in 1879. The same results can be obtained by carrying out the project of establishing butter factories. Let our western farmers enter into the task with vigour, and success is assured.

The law is often more tortuous than its framers wish, as the Goldsmiths' Company of London have found to their cost. They proceeded under an ancient charter against a shopkeeper named Curry, a dealer in plate in Oxford street for the recovery of \$35,000 penalties for uttering counterfeit hall marks upon 650 articles which he sold. Whatever may be the bloated wealth with which their enemies charge these fine old London guilds, no one has ever impeached their sterling integrity in commercial transactions, and it is obviously for the welfare of the public that the guarantee of genuine gold and silver should be under their stamp. The successful plea of the defendant was not a denial, but was based upon the statute of limitations.

When a man who was thought to be a little "nigh," but who always had a good excuse for not giving, was asked to contribute to a charitable object, he refused on the ground that he owed too much money and could not afford to give. "But, my dear sir," pleaded one of the officers of the organization, "you owe the Lord a larger debt than you owe to mortal man." This was a truism, and most men would have succumbed at once. The faculty, however, which enabled our hero to make his money suggested also a way to keep it. He, therefore, replied, with a bland smile, "What you say is quite true, sir; but it is also true that the Lord ain't pushing me for what I owe him as my other creditors are."

Application is to be made to Parliament for a charter to build an elevated railway in Toronto. Toronto is growing rapidly in area and population, and its want of rapid transit is yearly becoming greater. Rapid transit would bring the outskirts of the city nearer to the centre, and so help to develop them more quickly. The objection to the elevated railway in New York is the fearful noise made by the cars. Possibly by the time the elevated railway is running in this city some means will have been found of avoiding the noise. Rapid transit between Toronto and Yorkville, Parkdale, and the other suburban villages would hasten their amalgamation with the city.

The Deputy Minister of Finance announces that efforts have been made by his Department

to meet the demand for small change by a new coinage of silver pieces, the sum allotted to Toronto being \$90,000, which arrived a few days ago. The scarcity of small notes can be remedied effectually after the first of July next, as the Act compelling the banks to pay in Dominion notes any sum up to \$50, at the option of the payee, will then come in force. Meanwhile an effort will be made to supply the demand for small notes through the offices of the Assistant Receiver-General at Toronto, Montreal, Halifax, St. John, Winnipeg, and Victoria, to which those in want of small money should apply.

The Lowe magazine rifle assumes an importance of political magnitude. Great as it was at the time, the progress made by the adoption of the needle gun appears small in comparison to the results obtained by the new invention. The extreme rapidity of the fire, which at first was supposed to constitute the one merit of the apparatus, in a new series of experiments has been discovered to form only one and this not the greatest, of the advantages gained. To the astonishment of the experts, the apparatus very considerably steadies the aim and increases the capacities of the soldier's arm. At a distance of six hundred metres a column target fired at by a company ranged in two files, the other day, showed the marks of ninety-nine per cent., of the bullets discharged. Thirty-six figure targets ranged in a broken line at a distance of four hundred metres were hit by eighty-five per cent. of the bullets fired. It is true the experiments were carried on by a crack rifle company; but as the above results were secured during the quickest of quick fire, the terrible effect of the new arm in battle may be easily imagined.

A short time since, says the *Chatham Tribune*, an English emigrant family arrived in town and being destitute of everything, a few kind-hearted people gave them sundry articles to help them to go to housekeeping, and among other things a stove. The donor forgot, however, to send along the necessary pipe. The day being very cold, the first thing which the father of the wandering flock turned his attention to was the making of a fire. With grateful eyes he surveyed the stove (the first he had ever seen) and then glancing at the stove-pipe in the chimney, which was about two feet from the ceiling, wondered how the smoke could get up and out of that small hole. His eyes soon rested upon some hooks in the ceiling, which a former tenant had used for drying apples thereon and he naturally came to the conclusion that they were intended to hang the stove upon. There was no time to be lost, and so with the aid of chairs and table, and a good deal of exertion, the able-bodied man lifted the stove up so that the stove-pipe hole, which happened to be at the side of the stove rested nicely in the hole in the chimney, while his better half lashed it to the afore-mentioned hooks with ropes, which came around their scanty luggage. After everything was secure the patient house-wife hastened to prepare some wood wherewith to make a fire, while the prespiring father was designing in his perplexed mind some kind of a scaffold whereon his wife could stand to cook the frugal meal. But his ideas were knocked endways

by the sudden appearance of the donor of the stove, bearing the forgotten pipe. An explanation was in order, and after a hearty laugh the bewildered Englishman was thoroughly initiated into the mysteries of the American way of putting up stoves.

A VERY curious table of prices of food, clothing, and cost of labour has been compiled, taking the two periods in England between 1261 and 1400, and in the decade of 1856 and 1865. With but two exceptions, that of sugar and pepper, an increase of cost is noticeable. An ox in the first period being worth 13s. 3d., would have fetched in 1865 191s. 4d., an increase of 14.49 times. In sheep the modern augmentation is much greater being 22.54 times. The largest increase is in the cost of pigeons. In the fifteenth century the price appears to have been 3½d. a dozen, and in our nineteenth century 10s., a rise of 33.10 times. Milk was worth before the Restoration something like ½d. the gallon, salt, 6½d. per bushel; herrings, 11s. 2½d. the 1,200 pounds; wine, 6d. a gallon; butter, 4½d. the 7 pounds; cheese, ½d. less than butter; and eggs, 4½d. per 100. The increase in the price of metals, comparing the same periods, is notable. Iron is to-day worth in England about 181 times more than in the fifteenth century; tin, 1.63 times, and copper, 4.01 times. For labour, a carpenter's wages in the earlier time was 2s 3½d. per week, a mason's 2s 2d., and farm work was paid from 6d. to 7d. a week. A very interesting calculation has also been entered in to by Mr. James E. Thorold Rogers on the estimate of expenses of those who, in the year 1400, had an income of £40, and those having only £5. The richer man could spend 12s 6d. for linen, and £4 for cloths; his shoes would cost him 15s, his wages for servants would come to £3, his total rental of house and land being some £3 3s. If he drank 50 gallons of wine, he would spend £1 5s, and his illumination in candles would be worth 7s 11d. He would eat his £4 16s worth of beef per annum, and 14s would purchase his poultry. Altogether he would spend out of his income £37 2s 1½d. As to the poorer £5 man, with his four quarters of wheat, his two quarters of malt, his beef, clothes and shoes, with sundry other expenses, when his year was over, he would have left just about £1.

SIR HENRY BESSEMER was recently presented with the freedom of the City of London and an address, to which he replied in a very neat speech. After contrasting the rewards gained by him with those of certain unfortunate inventors who did much for the iron trade in the past, he modestly pointed out some of the benefits that had resulted to England and the world from the application of the Bessemer process. "Steel," said he, "can now be made in the short space of 15 or 20 minutes, instead of requiring from two to three weeks as formerly, and it now costs only £6 or £8 per ton, instead of £50 or £60. Under the process which I had the honor of inaugurating we dispense with every one of the intermediate processes formerly employed. We have no smelting of pig iron, we have no puddling, we have no making of balls, we have no rolling of bars, we have no heating furnaces for blasting operations. I have lately seen at the large works of Sir John Brown

twenty tons of crude cast iron converted into 20 tons of cast steel in the small space of 23 minutes. The value of that material, taken at £4 per ton, would be £80 at the commencement, its value after conversion at that particular time could not have been less than £100 per ton, or £2,000 altogether. That is, of course, an exceptional case, but it is a fact. At the time when my invention was introduced into Sheffield the entire make of steel was 51,000 tons of Bessemer steel, being 16 times what it was before the amount of the whole produce of the country. It is anticipated that on the continent of Europe this year's make will reach 2,000,000 tons, and our own 1,000,000. The value of these 3,000,000 tons together may be taken at £10 per ton, or £30,000,000 sterling, and if that metal had been made by the old process which I have described it would have been impossible to have brought it into the market under £50 per ton, or £150,000,000 sterling.

TENNYSON can take a worthless sheet of paper and by writing a poem on it make it worth \$5,000. That's genius. Mr. Vanderbilt can write fewer words on a similar sheet and make it worth \$50,000,000. That's capital. And the United States Government can take an ounce and a quarter of gold and stamp upon it an "Eagle bird" and "Twenty Dollars." That's money. The mechanic can take the material worth \$50 and make it into a watch worth \$100. That's skill. The merchant can take an article worth 25 cents and sell it to you for \$1.00. That's business. A lady can purchase a comfortable bonnet for \$10, but prefers to pay \$100 for one because it is more stylish. That's foolishness. The ditch-digger works ten hours a day and shovels out three or four tons of earth for \$1.00. That's labor.

If the town of Lindsay will exempt their works from taxes for five years, or will guarantee not to increase for the next ten years, their present taxation, Messrs. Wallace & Dundas, of the Lindsay Woollen Mills, offer to begin at once the erection of a building 100 by 42 feet, three stories high, and to place therein two sets of manufacturing machines, furnishing employment for from 25 to 40 hands.

A. KLEISER,

IMPORTERS OF

Watchmakers' and Jewellers'

TOOLS,

French and American Clock materials, Stem Winding and all other Wheels cut to order. Watch repairing for the trade. A large stock of Swiss and American Main Springs and flat Watch Glasses for American Open Faced Watches.

No. 14 King St. East,

2ND FLOOR,

TORONTO.



THE LARGEST

Clock House

IN CANADA.

I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz

SETH THOMAS, WELCH

NEW HAVEN, GILBERT,

AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS,

31 Wellington, 40 Front St. East,

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ROLL PLATE JEWELLERY

1st Quality Roll Plate Alberts, in Straight, Graduated, Chased and Gold Tipped Curbs.

30 different Patterns in Roll Plate Lockets.

Our Stock in American Roll Plate Jewellery cannot be beat, which we are offering at Special Low Prices.

Silver Hunting Swiss Watches at bottom prices.

Our Stock of Watchmaker's Tools and Materials is complete, all new and fresh. No Job Lots.

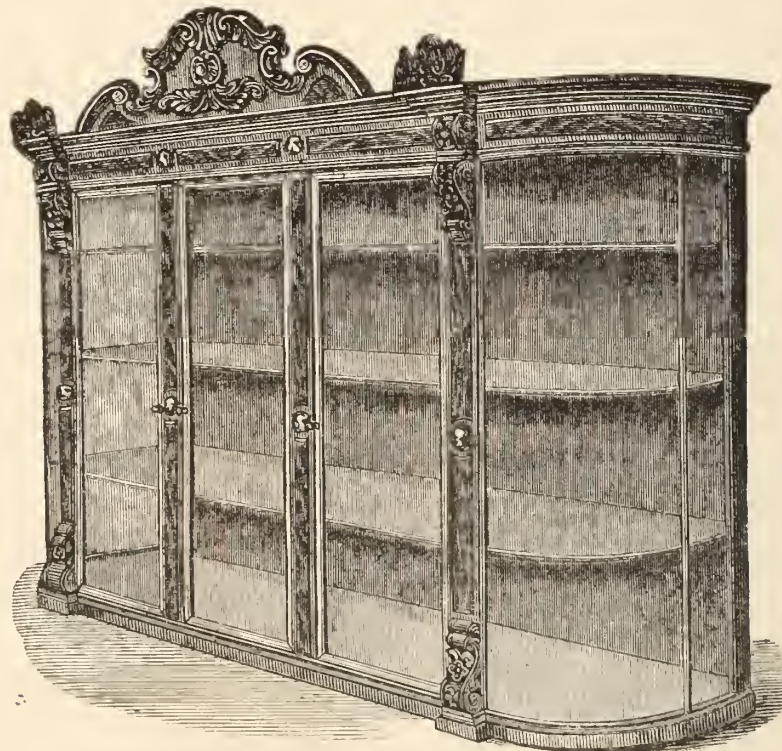
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TORONTO.**

SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

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WELCH & TROWERN.

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WELCH & TROWERN, JEWELRY MANUFACTURERS

DIAMOND SETTERS,
DEALERS IN PRECIOUS STONES.

FINE COLOURED GOLD LOCKETS, Brooches, Ear Rings, Ladies Opera and Long Chains, Gent's Chains, Sleeve Buttons, Front Studs, Diamond, Wedding, Gem, Chased and Signet Rings, Monograms, Charms, Masonic and Society Jewels, Gold and Silver Medals, &c., &c.

FINE SILVER LOCKETS, Napkin Rings, Trowels, Stick Heads, Silver Prize Cups, &c.

Our long experience and practical knowledge, in addition to the best machinery, enables us to manufacture the above in the best possible manner. Using the finest material, combined with neatness, durability and design, we trust to be favored by those desirous of having goods manufactured that can be confidently relied upon.

Orders received or Parcels sent for repairs, receive our prompt and personal attention.

Particular care exercised in Gilding, Altering and Repairing all styles of Jewellery.

36 ADELAIDE STREET WEST,
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West of Grand Opera House, between Yonge and Bay Streets.

CLOCKS!

Just received. The LARGEST Variety of
American and French CLOCKS
Ever imported into Canada.

ALL THE LATEST STYLES.

To CASH Buyers we offer SPECIAL INDUCEMENTS.

Newest Styles in Yankee Jewelry
Exceedingly Cheap.

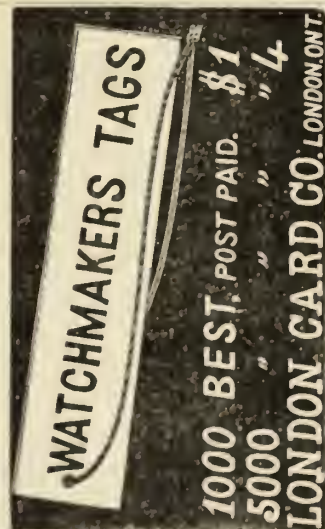
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Dealer in Sporting Goods, &c. Gold and Silver Plating done in the best style and warranted to wear. Trade work at trade prices. 351 RICHMOND ST., LONDON, ONT. All work warranted.



T. WHITE & SON,
Manufacturing Jewellers, Gold
and Silver Platers,

—AND—

LAPIDARIES,
12 MELINDA ST.,
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Canadian Agates, Amethysts, &c.,
Polished and Mounted for the trade. Store
keepers in town and country will find all work
good at moderate prices.

N. B.—Always on hand a stock of
Stones, Imitations, Locket Glasses, &c
Unsurpassed in the Dominion.

Zimmerman, McNaught & Co.,
56 YONGE STREET, - - TORONTO.

For the Spring Trade of 1881, we are showing a Splendid Assortment of American Jewelry, only just to hand. New Goods, New Styles, New Prices.

Dealers wishing to sort up will do well to wait until our Travellers call upon them. We guarantee to meet any honest competition.



THE "AMERICAN."

THIS old established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts., overlooking the Bay of Toronto, and being only one block from all of the R. R. Depots and Steamboat Landings.

This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Billiard and Sample Rooms.

From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.

ATWOOD & BINGHAM, PROPRIETORS.

\$50.00!

REWARD.

It having come to our knowledge that imitations of our justly celebrated "Sheffield Sterling" Spoons and Forks are being put upon the Canadian market, we desire to notify the trade that we have registered the name "Sheffield Sterling," as our Trade Mark in the office of the Hon. the Minister of Agriculture at Ottawa, (No. 1421) and that any person found guilty of illegally using the aforesaid Trade Mark, or vending any such imitation, is liable to prosecution for misdemeanor.

The test of ACTUAL WEAR has proved that our Genuine Sheffield Sterling Goods are the best unplated Spoons and Forks ever offered to the public of Canada, and their Trade Mark has become valuable as a recognized guarantee of superior excellence of quality and finish. In order to protect the Trade from the worthless imitations of our goods that are being imported into this country, we are prepared to offer the above reward for the conviction and punishment of any person illegally using the above Trade Mark or vending imitations of our goods. All our unplated Spoons and Forks are stamped "Sheffield Sterling" "Crown S or A," and every dozen is wrapped in a special guarantee wrapper. For sale only by ZIMMERMAN, McNAUGHT & Co.

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Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

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ENGLISH GOLD JEWELRY.

We beg to inform our friends that our New Goods are now arriving, and we shall show during the month of January, one of the Largest and Newest Stocks in the country.

ALL NEW GOODS!

We also keep a Full Line of
WALTHAM

WATCHES,
GOLD AND SILVER CASES,
of the best American Manufacture. We invite the trade visiting the city to come in and look at our goods, and will show them with pleasure.

J. SEGSWORTH & Co.,
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W. M. COOPER,

Manufacturers' Agent and Dealer in

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OF ALL KINDS.

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The "Scott-Field" Sporting Rifle.

The above cut represents the new "Scott-Field Rifle, manufactured by W. & C. Scott & Sons, Birmingham, England, for general sporting purposes. This Rifle has the "Field" patent action, which is considered by all sportsmen who have seen it to be the best ever invented. The fact that Messrs. W. & C. Scott & Son and John Rigby & Co., of Dublin, have adopted the "Field" action for their new sporting and Target Rifles, is proof positive that in the opinion of these celebrated gun makers the "Field" is superior to all other actions now in use. The "Scott-Field" Sporting Rifle is 44 cal., sighted up to 300 yards, and can be had either with plain or pistol grip stock. No Rifle in the market can approach it for simplicity, accuracy, convenience, durability and safety. Sole Agent for Canada.

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THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, FEBRUARY, 1881.

NO. 6

SPRING TRADE, 1881.

We have pleasure in informing the Trade, that our Mr. LOWE has just returned from the United States Factories, where he has spent several weeks in selecting what is probably the largest and best assorted stock of American Jewelry ever imported into Canada.

The extraordinary demand for goods last Fall, left us with but little stock on hand, so that we were in an excellent position to purchase the novelties that were being put upon the market for the present season's trade. Our stock will be found more than usually attractive, and will amply repay the inspection of any intending buyers.

In addition to our immense Stock of American Jewelry, we have also to hand several consignments of English Bright and Coloured Gold, Imitation Jet, Black Garnet, and Real Jet Jewelry, all of the latest designs.

As usual our Stock of Electro-Plated Flat and Hollow Ware, is fully equal to the requirements of the season, and we are prepared to execute any orders in this line promptly and satisfactorily.

Our Stock of Sheffield Sterling Spoons and Forks, acknowledged by all who have tested them to be the best in use, is still unbroken, and we are prepared to fill any orders, however large, without delay.

Our Travellers are now upon the road, and we bespeak for them the kind consideration of the Trade generally.

In all cases we guarantee to meet any honest competition and give satisfaction.

ZIMMERMAN, MCNAUGHT & CO.,

56 YONGE ST., - - - TORONTO.

P. W. ELLIS.

R. Y. ELLIS.

M. C. ELLIS.

P. W. ELLIS & CO.,

NO. 31 KING STREET EAST, - - TORONTO,

Manufacturing Jewelers and Watchmakers,

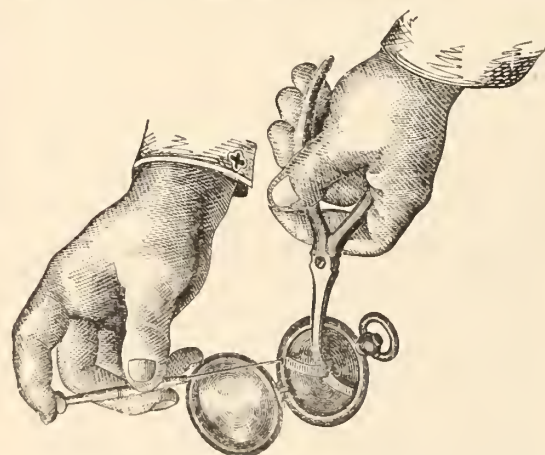
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AMERICAN JEWELLERY,

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SILK GUARDS. | LATHES AND GENERAL SUPPLIES. | SILK ALBERTS.

Diamonds, Real and Imitation Stones

Large Stock of all the Newest Novelties in Tools and American Jewelry coming to hand. Entire new lines of our Gold Chains in new and original designs for spring trade will shortly be introduced.



PATENT NICKLE EXTENSION CASE
SPRING PLIAR, Accurate, Convenient &
Positive. Free from all objections.

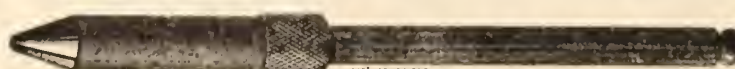
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Handy and Cheap Bench Knives, in all Sizes, for sharpening Pegwood.



Soldering Coppers, made of Pure Copper, and tined. Indispensable for Jobbing.



Nickel Plated Pin Vise, adjustable to any size wire. Work always centred and balanced. No jaws or Thumb Nut in the way.

THE TRADER.

TORONTO, ONTARIO FEB., 1881

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No. 17 Adelaide Street East, Toronto, Ont.

THE "CANADA PACIFIC."

It has been apparent for some time past that the ratification by Parliament of what is now commonly known as the "Syndicate bargain," was a foregone conclusion. If there had been the slightest doubt in the minds of any, the division on Mr. Blake's amendment would have thoroughly dispelled it, for by a vote of 140 to 54 the supporters of the government have decided to ratify the bargain. In our last issue we pointed out some of the defects in the proposed bargain, judging it merely as an ordinary commercial transaction. Since that time, however, the force of our remarks has been fully proven by the fact that another Syndicate has offered to build the road for \$3,000,000 less in money and 3,000,000 acres less of land than the first company, and have put up \$1,300,000 of cash to show that they are in earnest. If this were the only difference in the two offers it would be well worthy the consideration of any country having such limited resources as Canada, for \$12,000,000 is just as well in our pockets unless we get some tangible return for it. But when to this monetary saving is added the fact that by accepting the offer of the second syndicate, we would do away with the worst features of the present bargain, such as exceptions from taxation, extortionate freight rates, and entire monopoly of all the avenues of traffic, it seems strange to us that an offer giving so many additional advantages to the country should have been rejected. Viewed commercially there is a wide difference between the two offers, and we cannot but deplore the fact that

the exigencies of party warfare should have induced the government to force through any measure that is so completely opposed to the best interests of the country.

STOCK TAKING.

With the generality of business men in this country the present is about as slack season as they experience during the whole year, and for this reason it is a most fitting time in which to take an inventory of stock and other assets, balance their books, and lay plans for future trade.

With many dealers stock taking is regarded as a nuisance, to be done only when they cannot help it, but to the well informed merchant it is one of the most important factors in his business and no small element in adding to his success. We will venture to say, that if all our dealers took stock, and properly balanced their books every year, that not only would there be fewer failures than at present, but that the amount of the dividends would be much larger. In such a case, when a dealer found that his business was falling behind and he was losing instead of making money, he would in all probability try and make some arrangement with his creditors before his affairs became so hopelessly involved as to realize little to his creditors and nothing to himself. From practical experience, we know that many dealers in this country never take stock or balance their apology for books until it is done for them by the assignee or some obliging creditor. Ask such a merchant a few weeks before he fails how he stands, and he will assure you that he is "all right"; it is true that he is hard up, but then business is dull and when times get good again he will pay all he owes without any trouble. When his estate passes into the hands of the assignee and his accounts are reduced to figures, he is astonished to find that he is not only bankrupt, but that he is hopelessly so, and has been for a long time past. Probably the man is honest, and if so he is exceedingly sorry for the mess into which he has got both himself and his creditors; but here the question arises, does ignorance absolve such a dealer from condemnation? Is his creditor to deal leniently with him because he was ignorant or negligent of one of the very first principles of business? Whatever may have been the opinion of creditors in the past, we are

satisfied that a very decided change is coming over them now, and that in these days of cheap education and general enlightenment, the ignorant or negligent man of business will be treated but little if any more leniently on account of his short-coming.

The present is a good time to take stock, and every merchant ought to see that he does it thoroughly and carefully. Bring out the old out of date goods and let them see the daylight; mark them down, below cost if necessary, but rid your shelves of them, and invest the money in something that is saleable.

Balance up your books and find out exactly how you stand, whether your business is making or losing money; if the former, your sales and stock list will give you a good idea of what lines will pay you best; if the latter, find out where the leaks are and try at once to reduce your expenses.

Give your outstanding accounts a thorough overhauling, and try and get in every one of them if you possibly can. An account is never so easily collected as when it is first due, and if allowed to run only becomes harder to collect. If you have any bad or doubtful accounts try and close them at once, even if you have to make some sacrifice to do so.

To every one of our readers we would say, Stock Taking and balancing your books ought to be just as much a matter of business with you as buying or selling stock, and though you may succeed without it, you will always be infinitely safer and more successful with it.

TORONTO'S TRADE FOR 1880.

The importance of Toronto as a wholesale market is now only beginning to be appreciated at its proper value. Twenty years ago the only wholesale market of any importance in the Dominion was Montreal, and to that city buyers from all sections of the country were wont to make weary pilgrimages as often as their necessities required. At that period of Canadian history, wholesale dealers were few, and their customers many; the wheels of commerce ran slowly, and as might have been expected from want of competition, profits were large, and colossal fortunes were oftentimes amassed by pioneers in business, who, if they had to enter the mercantile arena to-day, would, in many cases, never attain to more than a comfortable pittance.

Within the past fifteen years a complete change has come over the wholesale

trade of Canada. The opening of railways in every part of Ontario, and the introduction of the commercial travelling system has completely revolutionized it. The business men of Toronto, although few, were like the men of Issacher, able to discern the signs of the times, and with commendable foresight and a good deal of faith in the future of their city, promoted and aided the construction of the railways which at present branch out from Toronto like the spokes of a wheel, in every conceivable direction. Toronto is now the centre of the railroad system of Ontario, and its geographical position as the centre of the Province gives it advantages as a distributing centre, of which it has not been slow to take advantage.

Fifteen years ago, its purely wholesale houses might almost have been counted on the fingers of a person's hands; to-day they can only be numbered by hundreds, and it is no exaggeration to say, that Toronto now controls more than half of the entire trade of this Province. The competition between Montreal and Toronto has been long and severe, but the Queen City has displayed an amount of energy and enterprise that has brought it abreast of its wealthy and more favoured rival. Indeed so injurious to Montreal has the rivalry of this city become, that many of its leading houses have established branches here in order to protect their western trade, and in several cases, the business of the branch has increased so quickly as to make it become the head quarters instead of the parent house. As a wholesale market, Toronto offers many advantages over any city in Canada. It is easy of access from any direction, every branch of trade is fully represented by enterprising dealers and heavy, well assorted stocks. In fact, it is safe to say, that any dealer who cannot suit himself in the Toronto markets, will hardly do so on this of the Atlantic; and in no branches of trade can this be more truly affirmed than those of Hardware and Jewelry.

OUR HARDWARE TRADE.

During the past few years, few if any of our wholesale trades have increased more than that of hardware. From having two houses fifteen years ago, Toronto has now five first-class hardware houses doing an exclusively wholesale business; their sale during the past year aggrega-

ting no less than \$2,500,000, or an average of half of a million dollars each. The amount of foreign hardware entered at the port of Toronto during the past year was more than one million dollars, and consisted principally of goods not manufactured in this country. The principal items in the returns are: manufactures of brass, such as tubing, bolts, wire, &c., \$36,682; similar manufactures of copper, \$25,409; band and hoop iron, \$10,149; bar iron, \$66,387; bolts, rivets, washers, &c., \$15,867; Canada plates, \$12,533; castings and cast iron pipes, \$34,016; builders' hardware, \$83,131; tinned holloware, &c., \$18,841; machines of all kinds, \$165,442; pig iron, \$22,392; sheet iron, \$43,675; skates, \$3,627; tin plates, \$47,554; tubing, \$58,036; manufacture of iron, steel, cutlery, &c., \$65,058; manufactures of lead, \$27,748; guns, \$14,365; carpenters and other tools, \$63,220; manufactures of tin, \$38,660; manufactures of metal, \$63,076.

In the matter of prices, although at the commencement of the year a steady advance was anticipated and attained, it was only for a short period; as a rule the highest quotations were reached in February, but almost without exception commenced to decline immediately after, and reached their lowest point in November, since which time they have either remained firm or slightly stiffened.

The inducements offered to hardware merchants throughout the Province, by the wholesale trade of this city are unsurpassed, especially in such lines as bar iron and shelf hardware. It is not generally known that Toronto has the largest and best stocked iron house in the Dominion of Canada, but such is the fact. In the matter of shelf hardware, which is now mostly American, this city offers special inducements to buyers, as it can be laid down here cheaper than any other point in Canada, and our dealers have always made this a special feature of their business.

In addition to the regular wholesale hardware business spoken of above, Toronto is also the seat of numerous manufactories of goods usually sold by hardware dealers, such as saws of all kinds, lead pipe, pressed tin ware, putty, shot, paints and varnishes of all kinds, &c. Many of these factories are doing a very extensive business, and have gained for themselves a more than a provincial reputation for the excellence of their manufactures.

OUR JEWELRY TRADE.

As far as the Province of Ontario is concerned, Toronto is without doubt the leading market for this branch of business. Fifteen years ago there was but three wholesale jewelers in this city; at present there are no less than ten firms engaged in this business, and nearly double that number of manufacturing jewelers. The aggregate trade of these ten wholesale houses for the past year is estimated at about \$400,000, while that of the manufacturing jewelers for the same time could not fall short of \$100,000, making in all a grand total for the year, of half a million of dollars. The customs returns at this port shew that an aggregate of \$208,152 in value were passed during the past year, on which duties to the amount of \$52,415 were levied by the Government. The quantities and goods imported are classified as follows: clocks and clock material, \$27,897; electro plated ware \$44,022; jewelry \$84,962; watches, watch movements, &c., \$44,305; manufactures of gold and silver \$6,966.

A great many complaints are made by the trade in reference to the duty levied on watches and gold jewelry, and the general feeling seems to be that the government ought either to afford them absolute protection against smuggling, or else lower the duty on these goods and afford them protection in that way. There can be but little doubt in the mind of any person at all conversant with the trade, that large quantities of watches and valuable gold jewelry are constantly being smuggled into Canada, and that it is an absolute impossibility for any government to prevent it on account of the large value of the goods as compared with their bulk, and the long and difficult frontier that has to be guarded. This being the case it is manifestly unfair that the government should still continue to tax the honest importer who is ready and willing to pay the toll they levy in preference to smuggling, with an amount of duty which places him at a terrible disadvantage when put in competition with his more unscrupulous rivals. As we have before pointed out, it simply amounts to prohibition in several lines of goods as far as the dealer is concerned, while the government are no gainers by it. While conceding that this branch of trade should contribute its quota of the revenue, the wholesale dealers are unanimously of the

opinion that the duties should be rearranged so as to afford them justice if not protection, and that this might be accomplished without loss of revenue to the government and advantage to themselves.

Although from excessive competition, prices have been cut very fine during the past year, it is gratifying to know that, on the whole, business has not only shown a healthy increase, but been fairly remunerative. The general tendency has been towards shorter credits and prompter payments, while several lines that were formerly sold on four months have been reduced to thirty days, and even net cash in some instances. This is a step in the right direction, and it is to be hoped, that as it has been found to work so well, it will be more commonly put into practice.

It is highly gratifying to be able to state that the number of failures in the jewelry business has been smaller than for any year during the past decade. The period of depression from which we seem now fairly to have emerged, has not been unproductive of good results, and if it has done nothing else than teach our merchants prudence in buying and economy in living and expenditure, it will not have been an altogether unmixed evil.

From present appearances the outlook for the future is hopeful, and it may be fairly assumed that with energy and prudence this department of business will not only maintain its volume, but increase it in proportion as times grow better.

THE TRADE BAROMETER FOR 1880.

The annual circular of Dun Wiman & Co., relating to the trade of the United States and Canada for the year 1880 is of more than usual interest. From the figures contained in it, which we give below, we learn that the failures both in Canada and the United States have been fewer during the past year than for any similar period since 1874. A comparison between the returns of the two countries for the years 1879 and 1880 shows, that while the United States has a decrease in the number of failures equal to nearly 40 per cent., the Dominion of Canada shows a decrease of nearly 55 per cent. for the same period.

It is exceedingly gratifying to know that the business of Canada is now upon

such a sound footing as the present returns indicate, and it only remains for our merchants to practically carry out the lessons they have learned during the past seven years in order to keep the country in its present healthy state.

We give in the following table a statement showing the failures for the past five years.

Year.	No. of Failures.	Am't of Liabilities.
1875.....	1,968.....	\$28,843,967
1876.....	1,728.....	25,517,991
1877.....	1,892.....	25,523,903
1878.....	1,697.....	23,908,677
1879.....	1,902.....	29,347,937
1880.....	907.....	7,988,077

From the above it will be easily seen at a glance that the years 1875 and 1879 were the worst we experienced for failures, both as regards quantity and amount of liabilities. In comparison with either of these years the number of failures for 1880 show a decrease of over 50 per cent., and the amount of liabilities more than 75 per cent.

In the year 1879 we had 55,964 traders, and 1,902 failures, or *one* failure for *twenty-nine* people in business; in 1880 we had 57,100 people in business and only 907 failures or *one* in every *sixty-three*, thus shewing a difference of fifty-five per cent. in favour of the year just past. In the year 1879 our Canadian failures aggregated in amount \$29,347,937, or an average of \$15,430 for each insolvent. In 1880 the aggregate amount of insolvents' liabilities was only \$7,988,077, or an average of \$8,807 for each failure, being a decrease of nearly forty-five per cent. on the average amount of each insolvent's liabilities.

An examination of the failures during the past year also shows that the country is in a much healthier state now than it was during the early part of 1880, and that the difference between the second and first half of that year were greater than between the year taken as a whole and its predecessor.

1st 6 months of 1880—No. of Failures, 649—aggregate amount \$5,660,848.

2nd 6 months of 1880—No. of Failures 258—aggregate amount, \$2,327,229.

In other words, the number and amount of failures for the first half were two and one-half times larger than for the same period during the latter part of the year.

We are glad to be able to congratulate our readers on the improved aspect of the trade of the country, and if the indications of our commercial barometer are at all reliable, we have now fully entered upon an era of certain prosperity. How

long the country will remain prosperous is a matter which depends almost entirely upon our own method of doing business, but of one thing we may rest assured, that if we have profited fully by the lessons of the past seven years it will be a long time before we see such disastrous times again.

In conclusion, we need only add, that the result of the year's business has fully verified the prediction we were bold enough to make in our issue of February last. In that article we took direct issue with most of the political journals who were predicting financial ruin. We argued, that although the failures for 1879 exceeded those of 1878 by over *six* millions of dollars, that the way in which they were distributed through the different quarters of the year was proof that although apparently going to ruin, the country was really in a better position than in 1878, and in a fair way to regain the high road to prosperity. Looking at at our position we said at that time:—

"From this stand point we look on the figures of last year's (1879) failures, with some small degree of satisfaction, and seem to catch through the rift of adversity's dark cloud, a glimpse of the silver lining beyond. In spite of what some may say, we think the country is more prosperous than it was a year ago; we have fewer men in business, and as a rule they are sounder financially, and are meeting their obligations better." That these predictions have been more than fulfilled, may readily be seen by the facts and figures we have given above.

SCENE Shop in Glasgow after a fire. Foreman (to master)—"That was a gay job we had last night, pittin' oot the fire. You'll be gaun to stan me something hand'som' for savin' your property." Master—"Savin' ma property! Had it not been for your confounded stupidity, I wud 'a made a sma' fortune".

MR CLINKUNBOOMER who died recently in this city at the advanced age of 82, was the oldest native born citizen in Toronto. The deceased gentleman was formerly in the watch and jewelry business, and kept a store on King St. East almost opposite Rice Lewis & Son's hardware store. He learned his trade with Mr Jordan Post, who was probably the pioneer watchmaker of Toronto. The latter was a peculiar man, and his advertisement in the *Oracle* was said to be characteristic of him. It was to the effect that he kept "a complete assortment of watch furniture. Clocks and watches repaired on the shortest notice and most reasonable terms, together with every article in the gold and silver line. N. B.—He will purchase old brass." Mr Clinkunboomer, in course of time succeeded his master in the business, and amassed a competency which kept him comfortably off in his old age.

Selected Matter.

NO INSOLVENT LAW.

A SPECIMEN CASE.

If any further proof were needed than we have already had of the absurdity of being without any law for the winding up of the estates of insolvent debtors, we have it in the case of F.W. Large & Co., of this city, boot and shoe manufacturers, lately suspended. Until about a year ago the business was conducted by one D. Duncan, who came here from Stratford. Mr. Large, who is said to be an Englishman, lately came to this country with some money but very little knowledge of business, was, in January last, persuaded to enter into partnership with Mr. Duncan, in a business which, if present statements are correct, must have been insolvent at that time. Into this business the new partner claims to have put \$3,000 of his own money and \$2,000 of his wife's money. In July Mr. Duncan retired from the business, taking as his share his partner's notes for \$1,500. The concern was then continued for five or six months in the name of Mr. Large alone, during which time the liabilities were much increased. And now, although no proper statement appears to have been prepared, the business is said to be four or five thousand behind. For the very sudden change in a few months from an alleged surplus to an alleged deficit of about that amount, no satisfactory reason is given.

But the best part of the story remains to be told. A few days before the suspension a chattel mortgage was executed by Large in favour of Duncan covering the whole stock, plant, and machinery of the business to secure an alleged indebtedness of \$2,470. Under this mortgage possession has now been taken by the late partner who sets at defiance those creditors whose claims, if justice could be done, one would fancy he would be personally liable to pay. As additional security it is said Duncan holds the demand notes made by Large in his wife's favor for \$2,000 alleged to have been borrowed from her. To further fortify his position he is now suing Large in two actions, one for the money secured by the chattel mortgage, the other for amount of these demand notes. These suits are being hurried to judgment with all possible despatch. Next in order will come a separate action on each of Large's notes as it matures, and then probably a half

dozen suits in the court of chancery to determine the validity of the different claims and the priority of the creditors.

With a proper bankrupt law the whole assets might have been in the custody of the law some three weeks ago, and the rights of the parties well-nigh determined by this time, all under one proceeding. As it is, there will probably be proceedings by the score, with nothing for any one but the "minions of the law" when they are ended. The sublime impudence of the position now occupied by the late partner, who apparently proposes to take the whole business, into which he claims \$5,000 have been put by Large and his wife in addition to about eight thousand dollars' worth of goods purchased and not paid for, in discharge of what is assumed to be his share of the surplus after providing for all engagements, should furnish food for some reflection on the part of those who are responsible for the present state of the laws in this province. —*Monetary Times.*

FINANCIAL HONOR.

Fidelity in the discharge of money obligations is a fundamental principle in the control and management of business. A man's credit, like a woman's reputation, must be above suspicion. The moment he disregards it, that moment he enters upon the road to financial disgrace and failure. But the evil does not end with him. If it stops there, the disaster occasioned would be kept within narrow limits. His dishonor, in effect, reaches every one whom he deals with, and carries the innocent with him towards financial ruin. Credit is a device by which business, for the time being, is accelerated. If transactions were conducted only on a cash basis, the activity of trade would be impeded, and a new adjustment of business relations would become necessary. The industrial classes would be the principal sufferers, owing the difficulty which they would meet with in accumulating enough in advance to carry them from one month to another, paying everything as they go along. In practice the credit system is essential to them. To tradesmen and to the managers of large capital interests it has been found in the history of business to be equally necessary. But it is not without dangers and pitfalls. The record of every financial crisis shows how ready men have been to violate the most sacred credit obligations. Both fear and dis-

honesty play a part in bringing about the calamity. Men become demoralized in the face of financial peril. Conscience is seared, and the most imperative obligations are trampled under foot. Those who have stood the test for years, dealing with others in strict honor, are carried down by the maelstrom of distrust. The suffering and deprivation occasioned are incalculable. Every great crisis in trade and business is marked by ruin that could have been obviated, had a higher sense of honor prevailed. During the three months preceding the abolition of the United States bankrupt law, for instance, thousands availed themselves of its provisions, who could have avoided failure, had they been willing to make the necessary personal sacrifice and struggle on patiently to pay their indebtedness. For the time it seemed that failures had become a mania with men doing a moderate business. The effect was seriously detrimental to all classes of interests, and confidence has only been restored by months of careful calculation and re-adjustments. In time the wrong will of course limit and regulate itself, for no business can be carried on unless there is, for the most part, a demonstrable certainty that credit will not be abused. Manufacturers and merchants must feel sure that men dealing with them will pay their indebtedness, dollar for dollar, or business will stop. The strictest honor in discharging obligations, be they great or small, is of the utmost importance in securing financial prosperity. It is a duty that every man must recognize and discharge. It stands first in the catalogue of obligations, no matter how much of personal sacrifice it may involve. Honor is immeasurably of more account than convenience or gain, if they must be won by defrauding others out of their rightful dues.—*Exchange.*

A POOR RULE THAT WON'T WORK BOTH WAYS.

A merchant, of no matter what city, got into difficulty, called his creditors together, and obtained a compromise of 50c. on the dollar. A customer of this merchant, an old-school farmer, whose ideas about financial matters were beautiful in their simplicity, being comprised within the two rules: "pay that which thou owest," and "pay one hundred cents in the dollar," heard of this compromise one day when he came to town to settle his bills and make some fall purchases.

He marvelled at the notion of paying a dollar debt with 50 cents, but put it down as one of the new-fangled notions of these progressive days of telephones, type writers, and all that. Going into the merchant's store, he gave hearty salutations all around, and then ordered what he wanted. The bill was made out with the old balance added, and presented for payment. In the most natural manner in the world, the old farmer pulled out exactly half the money, handed it with the bill to the clerk, and awaited smilingly his receipt. "You have only given me half the amount," said the clerk, "Ah!" replied our friend, "but it's fifty cents on the dollar you know." The clerk looked bewildered, not seizing the situation at first, and the head of the firm, who was standing by, noticing the dispute, enquired into it. The farmer repeated his explanation. The merchant at first deemed the offer a joke, but soon grew furious with indignation at the "insult" offered. After high words, the customer paid his bill in full, but went away filled with amazement at the effrontery of a man, who, when he paid only fifty cents on the dollar of his own debt, dared ask those who owed him money to pay one hundred cents on the dollar! He could not understand the situation, think over it as he might. The financial problem was too much for his simple and unscientific mind. We have grown too familiar of late years, with compromising, and have overlooked the logical result of the practice if carried into all classes of dealings. If we apply it, going downward, as the farmer did, to the customers of the retailer should pay only half what they owe, and then upward, till the debts of the importer to the manufacturer and those of the manufacturer to the bank, were only one-half paid and the other half forfeited or cancelled, we shall better understand what a destruction of capital the vicious practice involves.—*Monetary Times*.

MISSPELT CHEQUES.

Messrs. Johnston & Co., of Fredericton, N. B., write that their bank refused to accept on deposit a cheque which was made payable to their order, omitting the letter "t" from the name, and which they endorsed with their proper firm name. They ask whether the bank was justified in doing this, and what the endorsement under such circumstances would be.

We presume no bank is bound to ac-

cept a deposit at all, even if it be of money. Hence a bank that is asked to take a cheque on deposit must be itself the judge of what it is satisfied with. It is not usual, however, for banks so receiving deposits to be very strict so long as they have the endorsement of their customer, who by so doing undertakes to indemnify all subsequent holders.

A more important question arises, however, when we come to consider the position of the bank on whom the cheque is drawn. It appears to be a doubtful point whether under such circumstances that bank could be compelled to honor the cheque. It is a well-established principle that a bank is bound to pay a cheque drawn upon it to the payee without having him identified. That is, if a person assuming to be the payee, demands payment, the bank must either pay or take the risk of refusing, knowing that if the person making the demand is the real payee, they will be responsible. The same rule holds good in the case of a cheque made payable to order, and bearing an endorsement purporting to be in the handwriting of the person to whose order it is made payable. The bank must honor the cheque without any identification, or take the risk of refusing on the chance of being able to show that the signature is not genuine.

A question arises whether, in the case of a difference in the spelling of the name in the body of a cheque and the endorsement, the bank are relieved from this responsibility. We incline to think they are not, and that a bank refusing to pay such a cheque would do so at risk of having to show that the endorsement was not that of the person to whom it was meant to make the cheque payable. It must be remembered, however, that this applies to no bank but that on which the cheque is drawn. In practice it is usual to endorse upon the cheque the name spelled as in the body, and also with the proper spelling. This is a reasonable course to take, and might have obviated the difficulty in the case put.—"Cotem."

A CURIOSITY.

A wholesale house has shown us a letter which is a curiosity in its way. Up in the north-west of Ontario lives a trader who owes this house \$300 and last September gave a note for it. Now he wants to renew it in full for some funny reasons: 1st, he has not started to collect yet; 2nd, he is going to buy some property and has no money to spare to pay his due debts; 3rd, he wants to help his

brother, a student. Here is his letter:

"You will please not let note go to protest which comes due on 3rd inst. I am very sorry to say that I can't pay any money on note at present. Have enclosed a new note and have made it two months, when I hope to pay some on it. Business has been very dull lately and have not started to collect yet. Will collect all this month. The money I take in will go to you. I am about to buy some property in Mildmay; have made an offer, should the owner say "no" to my offer, then I will send you \$200, this money I can get from our executor, my share that I have to get yet is more but he will give the \$200 in one week from now; and if I don't buy the property I will send the money to you. I send you \$12 to pay interest on the new note, another thing, you know I promised to help my brother through college and that takes some money you know. Of course I and he made the bargain, and once promised I am bound to see him through, if I have to go to the city of Toronto and split wood. If I owe anything to a man he will get it. My father died an honest man fifteen years ago, and I am trying to follow his steps. Time will make all straight."

There is such a thing as following too literally the Scriptural injunction to provide for those of one's own household. Loyalty to one's brother is very well in its way, and so, perhaps, is buying real estate; that depends on circumstances, but it does not appear that this man can afford to do either. As an honest man, and the son of an honest man, he is bound to pay his debts before he speculates in real estate, and as a business man of ordinary sense he should dun his debtors before he asks for renewals. If he does not heed these suggestions he may yet have to "go to splitting wood" as he says.

A JUDGMENT has just been rendered in the Superior Court at Montreal, in an insolvency case, by which the defendant is condemned to two months' imprisonment, in default of paying the amount of plaintiffs claim in full, for having purchased goods knowing himself to be in insolvent circumstances. The defendant carried on business as E. L. Foster & Co., shoe manufacturers, and having bought goods to the amount of \$158 from plaintiff in the fall of '79, a writ of attachment was shortly after issued, in Jan., '80, and his estate came into the assignee's hands turning out very badly, the liabilities, direct and indirect, reaching \$10,000 odd, with assets of only \$2,157.

THE SYNDICATE THE GREAT QUESTION OF THE DAY.

To the Editor of The Trader.

DEAR SIR.—Allow me through the medium of your columns to express my idea upon this most important subject, which is now agitating the minds of the people of this Dominion.

After having carefully read and studied, I am of the opinion that it would be more beneficial for the country at large, that the Government would postpone for two or three years the granting of the contract to any Syndicate whatsoever, as by that time this country would be much better able to sustain such a large debt, and as there is every prospect of the conservative party in England assuming the reins of Government about that time.

If such an event should occur, we would stand a chance of obtaining a bonus from the English Government, say five million pounds, for that Great Canada Pacific Railway.

As I think in the event of war, Russia attacking China or Japan and other Pacific ports, England would be able to transport her troops with great facility, using this railway as a bridge from Liverpool via Halifax or Rimouski to the Pacific coast in eighteen days, and then England would be able to check the advance of the Russians, whereas, at the present time it would take ninety or a hundred days to get a sufficient supply of troops at any given point on the Pacific coasts. Therefore I have the opinion that England would be more benefitted by the railway than Canada, and of course it is only right that we should expect the party most profited to pay the largest share.

Even provided England does not receive any benefit for ninety-nine years, probably if she checks Russia in an attempt to obtain possession of the Pacific ports, the benefit England would receive would more than compensate her for any loss she may previously had by giving her support to this railway.

Therefore I would recommend to the Government here not to spend one dollar more in cash than what they have already laid out, as the taxation and revenues of this country have a tendency to prevent emigration.

In your next issue I would be pleased to give you my idea of how to get emigrants in larger numbers than we have done.

I am,

Yours truly,

SAMUEL STERN.

BUSINESS CHANGES FOR JANUARY.

Rice Lewis & Son, hardware, Toronto, has sold out their foundry business to "The St. Lawrence Foundry Co.;" John Fennell, hardware, Berlin, has admitted Henry Anthes as partner Thos. Robertson & Co., wholesale hardware, dissolved, Mr. Thos. Robertson retiring, business will be continued under the same style; Simon Ernst, jeweler, Bridgewater, N.S., burnt out; Winslow & Webber, hardware, Hamilton, Joseph G. Winslow, of this firm, dead; G. B. Taylor, fancy goods, Oshawa, has sold out to Philip Taylor; H. Schæfer, jeweler, Halifax, N. S., admitted Julius Schæfer as partner, style now, H. Schæfer & Son C. W. M. Hughan, jeweler, Bowmanville, called a meeting of his creditors; Butcher & Hunter, hardware, Meaford, burned out; Wm. Harkness, jeweler, Meaford, burned out; Horsman & Co., hardware, Toronto, selling out; George H. Bertram, hardware, Lindsay, has sold out to Jas. G. Edwards, possession given 1st March; W. W. Disher, hardware, St. Thomas, has sold out; Irish & Smith, hardware, Halifax, N. S., style changed to George E. Smith & Co.; Wilson & Smith, hardware, Arnprior, dissolved.

NOTES.

Chamber's Journal describes a factory where the hammering of fifty coppersmiths was scarcely audible in the room below, their benches having under each leg a rubber cushion.

THE old and respectable legal firm of Messrs. Crowther, Tilt, & McArthur, of this city has been recast, and the addition made to it of the name of Mr. William Mulock. The style of the new firm is Mulock, Tilt, McArthur & Crowther, Mr. James Crowther, sr., retiring and Mr. J. Crowther, jr., being admitted into the firm.

"It isn't loud praying that counts with the Lord so much as giving four quarts for every gallon; sixteen ounces for a pound, and thirty-six inches to the yard," said an Arkansas circuit rider.

THE earnings of the Central Pacific Railroad Company for December were \$1,853,000, as against \$1,335,870 for the same month last year. The total earnings for the year 1880 were \$20,410,424, being an increase of \$3,257,261 over 1879.

327,371 aliens arrived at the port of New York last year, 186,611 more than the preceding year; 104,000 from Germany, 66,000 from Ireland, 35,000 from Sweden, 33,000 from England, the remainder from other countries.

THE Bureau of Engraving at Washington, on Saturday night finished the great order of silver certificates, which are now very popular. Forty presses are now working on the greenbacks, and the remainder on bank notes to replace the mutilated bills.

At a meeting of the Guelph Board of Trade on Monday evening, the sub-committee appointed to consider the memorial to the Government from the Hamilton Board of Trade, praying for the introduction of an insolvent act, reported. They recommended that a petition be forwarded to the house of commons, asking that provision be made for the equitable distribution of the assets of insolvent traders.

In the year 1879 there was paid out for intoxicating drinks by the people of Germany, the sum of \$650,000,000, and by those of France, \$580,000,000, of Great Britain \$750,000,000, and of the United States \$720,000,000—making a grand total of \$2,700,000,000.

A dissolution has taken place in the heavy hardware and metal firm of Thomas Robertson & Co., Montreal. Mr. Robertson retires to go into farming at Compton, Que., we understand, and the business will be continued by the remaining partner under the same name and style.

THERE is a man in our town,

And he is wondrous wise;

Whenever he has goods to sell

He straight does advertise;

And when he finds his goods are gone,

With all his might and main

He hurries in another lot

To advertise again.

THE use of iron sleepers is becoming general in Germany. The work of substituting these for the worn out wooden sleepers on the Bergmark railway is progressing, and the Royal Prussian Railway Board recently received tenders for nearly 5,000 tons of iron sleepers.

THE Customs receipts at Montreal for the year just closed were \$6,349,789, as compared with \$4,512,463 for 1879, an increase of \$1,837,326. These exceed the figures of 1874, which was a big year, by \$227,500. The Inland Revenue receipts were \$1,209,674 for 1880, against \$865,591 in 1879.

A correspondent of the *Woodstock Sentinel-Review* has made a discovery in mercantile ethics which may be laid to heart by many a dealer; it is this: "Some of our storekeepers, so he writes, are very civil and obliging to their customers, many of whom come four or five miles to deal with them. Civility costs nothing, but it will put dollars into a man's pocket."

A watchmaker at Copenhagen is reported to have made a watch which requires no winding up, inasmuch as it performs that work itself by means of an electric current. An electric magnet fixed inside the watch keeps the spring perpetually in a state of tension. All that is required to keep the watch going is to preserve the battery in proper working order for which purpose one or two inspections in a twelvemonth are said to be sufficient.

No better evidence of the attractions of stock speculation, and of the increase of the dealings in all kinds of securities is needed, says the *N. Y. Shipping List*, than the remarkable advance in the valuation of a seat in the Stock Exchange. It is only a few years ago that the average price of these seats was \$5,000, but on Saturday one was sold at \$30,000, and for another \$32,000 was bid. With many of the members, the seat they occupy may be said to constitute about all their capital.

SOME one writes to the *Boston Journal of Chemistry* declaring that the common self-feeding stove is a horribly unscientific institution. Not one-tenth of the fuel put into these stoves is used in giving heat, he says. The process that goes on in them is precisely analogous to that employed in making gas from bituminous coal. The coal in the cylinder is roasted, and its gasses are given off and allowed to escape.

The gas companies at least have sense enough to catch the vapour and purify it for use. But the mass of consumers let the most valuable part of the fuel go. Nearly all of the heat given out by a self-feeding stove is used up in coking the coal, and when the coke is made it is not half burned up. The self-feeding stove is "nothing but a device to encourage laziness and the coal dealer's business." If the Boston genius will invent something which will be a greater blessing than the self-feeding stove, with all its defects, he will probably have a monument sooner than George Washington.

AN interesting commentary upon the efficacy of protection in enabling the American "infant industry" of iron making to stand alone is contained in the following figures—

AMERICAN IMPORTS OF IRON.

	1879.	1880.
Pig Iron.....	\$2,753,666	\$14,226,098
Bar Iron.....	823,360	5,340,724
Railroad bars or rails of iron.	286,852	3,926,546
Railroad bars or rails of steel	298,975	4,286,252
Old and scrap iron.....	1,077,314	13,988,838
Other manufactures of iron and steel.....	2,089,999	5,786,235

THE south west corner of King and Yonge streets in this city for many years occupied by Messrs. John Kay & Co., has been leased for a term of 21 years, the lessor paying the appraised value of the building and a ground rent of \$2,500 per annum. The opposite corner of the same street is valued at \$1,000 per foot, equal to \$25,333. The interest on this sum, computed at six per cent., equals about the present ground rent of \$1,700. We are told that the tenants say that their interest is more valuable than that of the owner, and they would not wish to sell for less than \$40,000. They have already paid \$10,000 for the old building.

THE disagreeable form of taxing commercial travellers—familiarily known as drummers—is in force in the United States as well as in some parts of Canada. The amount of the tax varies in different States, in the District of Columbia, for instance, any man soliciting orders must pay \$300. In California there is no State law on the subject, but the local authorities may impose a tax or require a license if they think fit. In San Francisco licenses have to be paid for in proportion to the amount of trade done. It is some consolation to Canadian commercial travellers to know that they are not the only ones who are taxed, at the same time it must be admitted that such a tax is altogether objectionable.

LOOKING into the fire is very injurious to the eyes, particularly a coal fire. The stimulus of light and heat united soon destroys the eyes. Looking at molten iron will soon destroy the sight. Reading in the twilight is injurious to the eyes, as they are obliged to make great exertion. Reading or sewing with a side light injures the eyes, as both eyes should be exposed to an equal degree of light. The reason is the sympathy between the eyes is so great that if the pupil of one is dilated by being kept partially in the shade, the one that is most exposed cannot contract itself sufficiently for protection, and will ultimately be injured. Those who wish to preserve their sight should preserve their general health by correct habits and give their eyes just work enough, with a due degree of light.

As was to be expected, no sooner did the wages of American workmen rise to a living rate than the exports of manufacturers began to fall away. The following are the figures relating to the exports of some leading articles in 1879 and 1880.—

AMERICAN EXPORTS.

	1879.	1880.
Iron and steel manufactures	\$10,535,801	\$10,415,078
Fire-arms	1,957,022	1,010,871
Agricultural Implements	2,241,832	2,036,529
Woolens	300,790	231,691
Cottons, coloured	2,885,367	2,314,213
" uncoloured	5,069,254	5,227,527

This occurred, be it remembered, in a year when values were rising so greatly as to conceal the real proportions of the decrease; and when Britain was increasing her exports at the rate of 25 per cent. per annum.

GERMAN agriculturalists are beginning to complain of the large importation of American wheat into Germany to the reduction of the market price of the home grown article. No doubt they think they should be protected by a duty on the foreign supply although the rest of the people of Germany will probably differ from them, as every body is concerned in getting breadstuffs at the lowest price possible. The argument will probably be used that if it is fair to protect the manufacturer from foreign competition, it is also fair to protect the farmer, but England's experience with the corn laws is not likely to inspire Germany to move in a similar direction. The settlement and cultivation of thousands of acres of virgin land on this continent have already had a serious effect upon the grain markets of the world. What will it be when the illimitable wilderness of the Northwest comes under cultivation?

THE following story shows how merchants are often fleeced by dishonest traders. A merchant doing business about forty miles from Montreal was indebted to two of our city millers to the extent of \$1,200, and getting behind in his payments, was invited to settle up. Yesterday he came to the city, and being ignorant of the repeal of the insolvent law, insisted that he was not solvent, and offered his creditors twenty-five cents on the dollar. One of his creditors, being satisfied of his solvency, despatched one of his clerks for a bailiff and for the necessary papers, and in the meantime kept his customer engaged. In due time the bailiff appeared, and was introduced to the would-be insolvent in his official character, much to the surprise of the latter. The insolvent immediately put his hand in his pocket and pulled out a pocket-book containing \$1,400, and was glad to pay his debt in full, plus the amount of the costs occasioned by his attempt at insolvency. He remarked that he had been badly treated, because he knew a great many people who had managed to settle up their accounts by paying 25cts. on the dollar.

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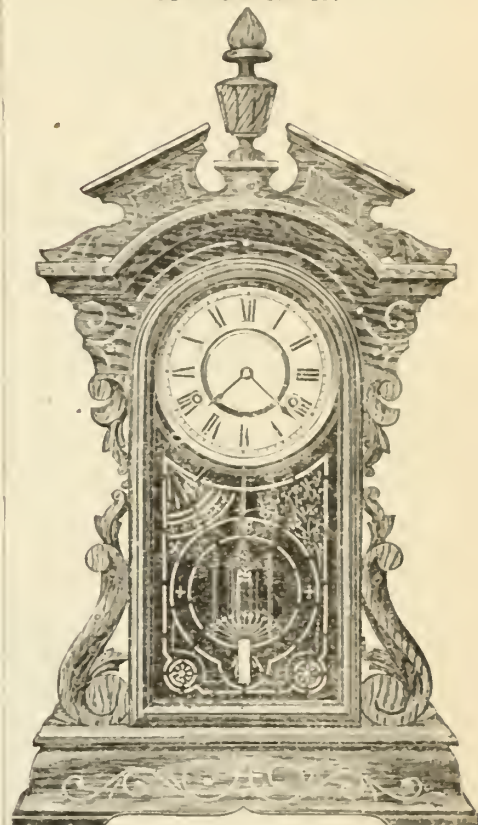
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IN CANADA.



I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz—

SETH THOMAS, WELCH, NEW HAVEN, GILBERT, AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samplings, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

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IMPORTERS OF
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French and American Clock materials. Stem Winding and all other Wheels cut to order.

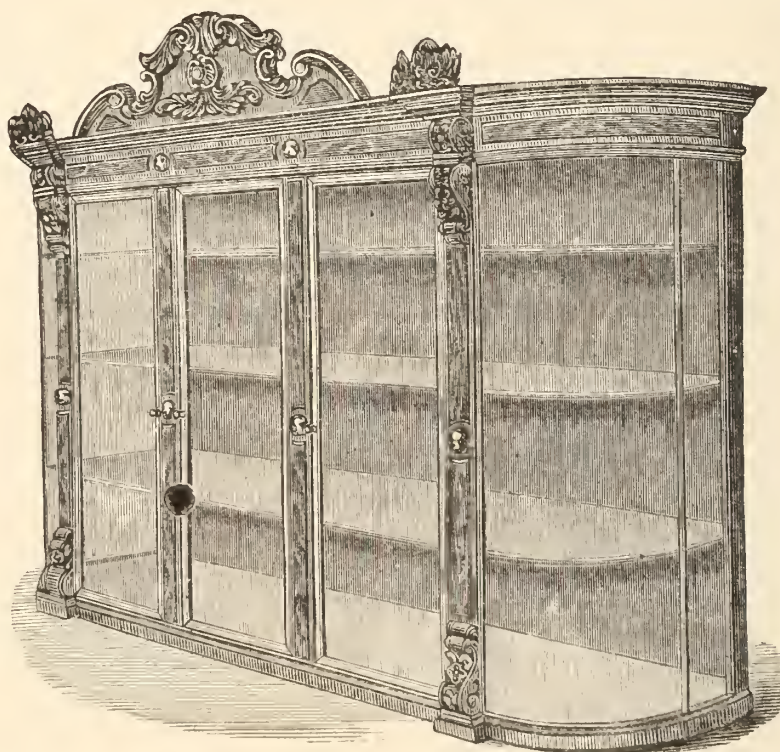
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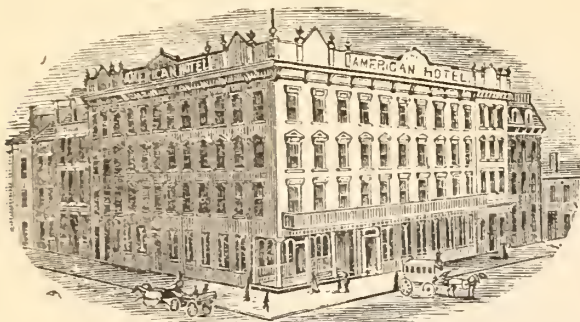
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Unsurpassed in the Dominion.

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\$50.00!

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It having come to our knowledge that imitations of our justly celebrated "Sheffield Sterling" Spoons and Forks are being put upon the Canadian market, we desire to notify the trade that we have registered the name "Sheffield Sterling," as our Trade Mark in the office of the Hon. the Minister of Agriculture at Ottawa, (No. 1421) and that any person found guilty of illegally using the aforesaid Trade Mark, or vending any such imitation, is liable to prosecution for misdemeanor.

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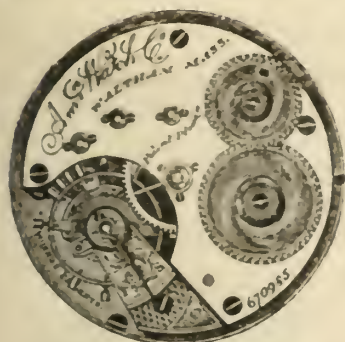
THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, MARCH, 1881.

NO. 7



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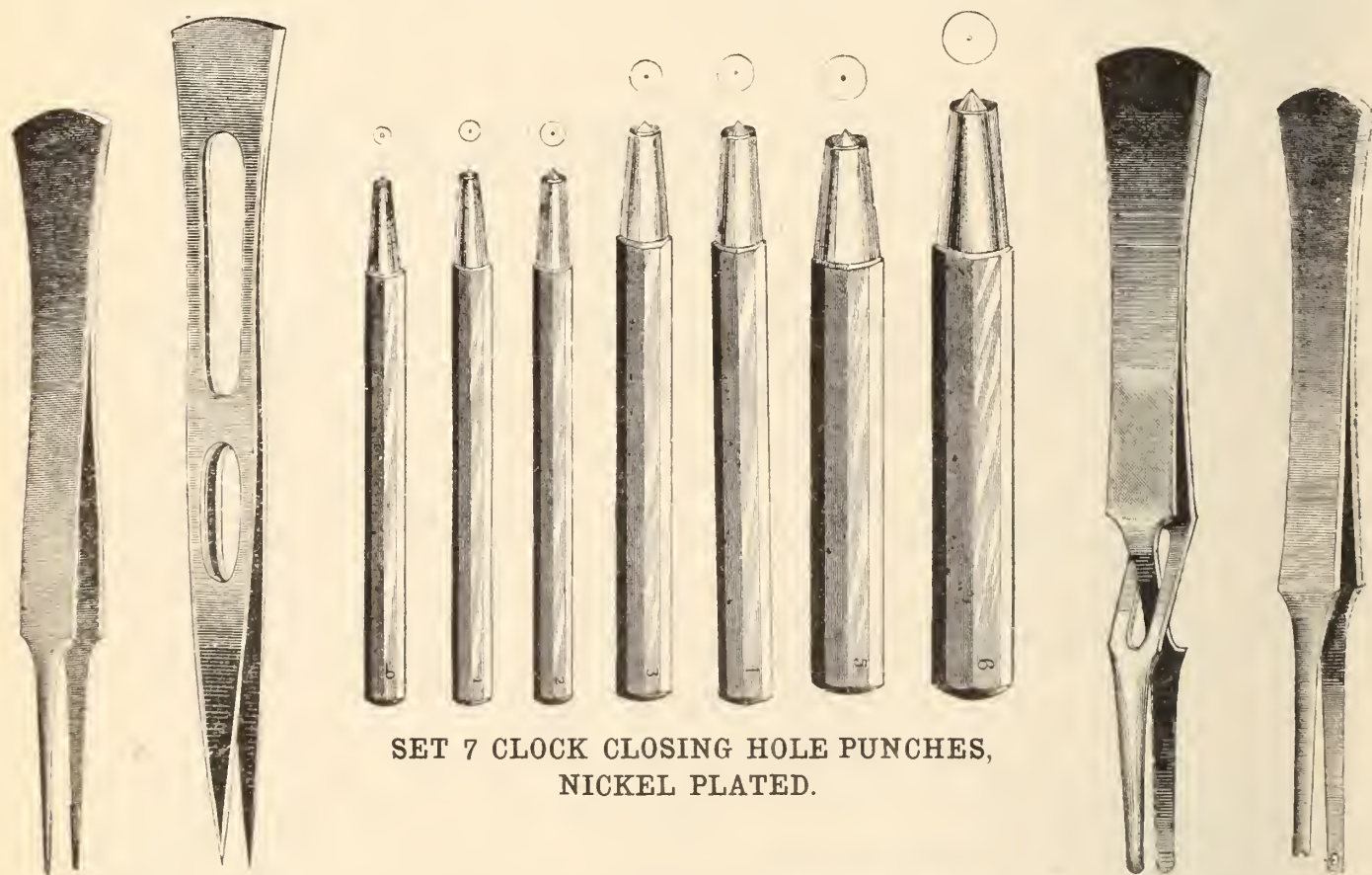


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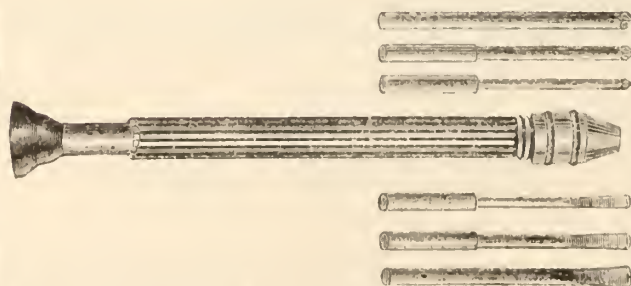
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We shall show for Spring Trade an entire change in Patterns of Chains in every line, both Gents' and Ladies', of our own designs, which will furnish very desirable Goods for intending purchasers.

Our Chains are of Standard 10 and 15 Kt. qualities, and we guarantee them fully up to the mark. Any Special or Presentation Designs made at short notice to order.

We shall be pleased to send for selection, at all times, to responsible dealers, Diamonds, Gold Chains, Lockets, Rings, American Jewelry, &c., &c.

THE TRADER.

TORONTO, ONTARIO, MARCH, 1881.

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No. 17 Adelaide Street East Toronto, Ont.

THE OUTLOOK.

For some time past it has been patent even to the most superficial observer, that times had not only improved but were better than they have been for many years past. Of course politicians will explain this return of prosperity exactly to correspond with the views of the political party to which they are attached. With one side our prosperity is owing entirely to Providence sending us such bountiful crops, and creating a better demand for our lumber in the American markets; with the other, Providence is but a small factor in the national prosperity which is entirely owing to the political foresight which conceived and put into execution what is commonly known as our National Policy.

While there is probably much truth in both lines of argument, we think the whole truth lies with neither, but rather in combination of both. The fact is, we are now prosperous from a combination of circumstances, and although we may theorize till we are tired about the cause of the change, we are pleased to know that the effect still remains, and that the country is prosperous whether we can account for it satisfactorily or not.

From every quarter the reports are extremely favourable, and it requires no very keen discernment to predict that we have now before us a long era of prosperity.

Our trade and financial returns show a most cheering state of affairs. From the budget speech of the Finance Minister, we learn that from the estimates made last March, the receipts for the current year were estimated to be \$25,

517,000, but calculating upon the actual receipts of the seven months already passed, Mr. Tilley now reckons on an income of \$27,586,000, the Customs revenues alone promising an increase over the estimate of nearly two millions. He expects at the end of the present fiscal year, to shew a surplus of \$2,013,000, which is a striking contrast to our usual budget speeches of the past few years.

Business has been steadily improving during the past year, and the imports of dutiable goods have increased month by month to an extent which justifies the Minister of Finance in calculating that his receipts under this head alone, will shew an increase of nearly two million dollars.

The value of our exports was greater during the past year than in any year since 1873-4, the highest that the Dominion of Canada has yet seen. The value of our exports for the first time in our history exceeded our total imports by \$1,421,711, and exceeded our imports for consumption by \$16,129,109. Our aggregate trade was \$159,693,807, as against an aggregate trade of \$151,832,863 or nearly \$8,000,000 of an increase. Our trade with Great Britain exceeds that of last year by \$13,018,438, and our trade with the United States has decreased by \$8,207,863. Our West Indian trade has been increased during the year by \$2,063,719, and our trade with China and Japan also shews an increase of \$425,944.

If these facts prove anything at all, it is that the country is sounder financially than it has been for many years past, and that it only requires that we should continue to display the same energy and self reliance in the future to secure a great and permanent prosperity.

TICKET SCALPING.

Most of our readers are aware that the attempt of the Grand Trunk Railway Company to get an Act passed by the Dominion Parliament for the prohibition of "ticket scalping," has signally failed. Their petition was met by a counter petition, praying that no change be made in the present arrangements, and that Parliament do not interfere in the matter. The result was that the petition of the Grand Trunk Railway was defeated, and to all intents and purposes the occupation of "ticket scalping" declared a legal one by this parliamentary decision. That the decision was a wise one few will question who are not in some way

interested in the profits of railroading. As we pointed out several months ago in writing about the extortionate passenger and freight rates which were being levied by our through lines to the great disadvantage of the Canadian and the advantage of the Yankee, the business of ticket scalping is only a legitimate outcome of an abuse which should long ago have been remedied by parliamentary interference.

The counter petition of the Scalpers forms a very serious indictment against the Grand Trunk Company, and proves conclusively that in almost every instance the interests of Canadians are subordinated to those of the Americans.

Thus any person purchasing a ticket in any of the company's offices in Canada is compelled to pay twice as much for it as a person buying a ticket in the United States to another point in the same country over the same road. For instance, the price of a second-class ticket from Boston to Chicago, via Montreal and Toronto is \$13.00, while the price of the same ticket purchased at local rates is as follows:

Fare from Boston to Montreal	\$8.00
" Montreal to Toronto	0.65
" Toronto to Detroit	4.75
" Detroit to Chicago	6.00
Total	\$25.40

or a difference in favour of the American Traveller of \$12.40. If this is not an extortion upon the citizens of Canada, we would like to know what is; and further, if it were not for this great discrepancy between the local and through rates as instanced above, the evil of ticket scalping would have no existence.

Take, for instance, the case of a knowing passenger coming from Boston to Toronto via Montreal; the fare between these points is \$14.00, while as before stated, the fare from Boston to Chicago is only \$13.00, thus it is cheaper by \$1 to buy a ticket through to Chicago than it is to Toronto, which is a little more than half the distance to Chicago. Now if this \$1.00 was the only saving to be effected, very few people would hesitate to avail themselves of the advantage, but when to this is added the fact, that when they get to Toronto they can easily dispose of the unused portion of their ticket, viz, from Toronto to Chicago, to the ticket scaler for a few dollars, it will be readily seen that the Railroad Companies themselves provide an incentive for this traffic, such as one but a natural born idiot, or a person regardless of wealth, would fail to take advantage of.

As we have pointed out before, while the cause rests entirely with the Railroad Companies themselves, the remedy is also within their own control. All that they have to do is to lower the rates and bring the through and local traffic rates more nearly on a level, and the evil, if evil it be, will like Jonah's gourd wither in a night. As a rule in Canada the local passenger rates are about three cents per mile for first-class tickets, while in the United States only two cents per mile is charged for the same class of tickets by first-class roads. Three cents may have been a fair rate when the country was young and sparsely settled with comparatively little railroad travel, but to-day with the cost of construction so greatly reduced, and a greatly increased passenger traffic, two cents per mile would be an ample remuneration for the service rendered.

We are strongly of the opinion that Parliament ought to legislate upon this important subject, and in the interest of the public the following points ought to be defined.

1. That the local rate charged for first-class passengers in Canada should not exceed two cents per mile.

2. That, with the exception of special excursion tickets at reduced rates, all railroad tickets should be good until they have been used.

3. That a railroad ticket, like any other article of merchandise, can be transferred from one person to another, the person thus purchasing it to be invested with all the privileges and rights of the original holder.

We are satisfied that if these principles were embodied in legal shape among the consolidated statutes of Canada, a new era would dawn upon the travelling public of this country, and that while they would not receive any more than justice from such a measure the railroads themselves would be equally benefitted by the change.

TAXING COMMERCIAL TRAVELLERS.

The Supreme Court of Canada a few days ago gave judgment in the case of *Jones v. Gilbet*. The point involved was the right of Municipalities to tax commercial travellers, and grew out of the action of the police magistrate, who represented the municipal authorities of St. Johns, N. B., in fining Mr. Jones for selling goods, rather taking orders for

goods in that city without having taken out a regular pedlar's license. Mr. Jones backed up by the Commercial Travelers' Association, appealed against the magistrate's decision, and carried it to the Supreme Court of New Brunswick, but the appeal was disallowed. As it was a case of great importance to the whole mercantile community, especially the wholesale and manufacturing portion of it, the case was carried to the Supreme Court of Canada, the result being that the appeal was sustained, the decision being given on the ground that the by-law was *ultra vires* because of the discrimination between residents and non-residents.

From recent telegraphic despatches we learn that the St. Johns authorities have, since the publication of this decision, left commercial travelers' severely alone. It seems to us to be a great hardship to the poor benighted toilers by the sea, that they can't be allowed to tax the representatives of western energy and industry and thus enrich their depleted municipal treasury, without being interfered with by that august body known as the Supreme Court. They really had a "soft thing" on the western freebooters who swarmed down upon them in hordes, and thought to impose upon their gullability by selling them goods of Canadian manufacture cheaper than they were in the habit of importing them. It was a brilliant idea that struck the city solons of St. Johns, and for their sake it really seems a pity that it should have been illegal. As a new idea in political economy it was unique to say the least of it, while considered socially, it was a christian way of getting square with the people who a few years ago, when their city lay in ashes, put their hands in their pockets and fed and clothed them until they could rebuild their ruined homesteads. But probably we are in error in blaming the people of St. Johns for the miserable, grasping policy of a few of its merchants. It is a well known fact, that in many lines of commercial enterprise the merchants of St. Johns are behind the age, and probably that is why they conceived the idea of making it so expensive or dangerous for the representatives of western manufacturers to visit their city and enter into competition with them.

It is, we think, well that the case has been decided as it has been, for the principle of allowing a city or town to tax commerce in such a manner as that pro-

posed by the city of St. Johns, is not only unjust but vicious in the extreme. It was well to nip the thing in the bud, for although only such antiquated cities as St. Johns, Quebec, practiced it, the evil was beginning to spread westward.

A few months ago we took occasion to comment upon the speech of a would be Canadian Daniel not more than a thousand miles north of Toronto, who, after making a careful and profound research in which he was ably assisted by his chief clerk, had come to the conclusion that it was advisable to put a heavy tax on commercial travellers, not only for the purpose of raising a revenue, but also that the poor country storekeepers might be protected. His idea was, that if the commercial wolves could be thus kept at bay, the mercantile lambs in our country towns would be perfectly secure financially and therefore morally.

As we said at that time, such an idea is protection run stark staring mad, and we might just as well have each city, town and village starting a municipal custom house of its own and taxing all the goods that are shipped to it, as to levy a tax on the person who sells the goods to their merchants. The Commercial Travelers' Associations are to be commended on the fight they have made, and we congratulate them on their success in breaking up such a disgraceful and unjust monopoly.

A NEW COMPETITOR.

Those who view with alarm the gigantic monopoly of the Canadian Pacific Railway Syndicate, may find some little consolation in the idea that in the waters of the Hudson Bay and Straits there may probably be found a competing route to the great European markets. It is a well known fact, that for many years past, in fact almost ever since the granting of their charter the "Hudson Bay Company" have been in the habit of bringing the necessary supplies for the forts in the far West by this very route. York Factory on the Hudson Bay port, on the Hudson Bay, is situated in latitude 57 longitude 92½, or neck of land watered on either side by the Nelson and Hayes Rivers, and is geographically several hundred miles nearer to Liverpool than either Montreal or New York. If, therefore, it is possible to ship the grain and

other products of the North-west by water from Fort York direct to Europe without breaking bulk; it seems to us that the position of the tillers of those vast western prairies will not only be improved but be brought fully on a par with their competitors in the Eastern and more favoured provinces. The great drawback at the present to farming in the North-west is the want of markets and the small price that is paid for wheat and other grains. The reason for this is that about half the value of any grain intended for the European market is spent in getting it there, and as it can only net the producer the Liverpool price less the carriage from its place of growth, the remuneration for his labor is comparatively small in proportion to the amount he is able to raise. If, however, an all water route to Europe can be opened up by which grain can be shipped direct to the European markets, it is quite reasonable to suppose, that, as the distance is so much shorter than from the great grain shipping seaports which now monopolize the grain trade, that the prices will advance in proportion to the saving effected in freights, and also that a complete revolution will take place in farming operations in the less fertile eastern districts from which that market has hitherto drawn its supplies. With its unlimited capabilities for producing grain and its favourable returns for the money invested, it will be strange if our North-west does not become the home of teeming millions and the granary of the world.

But all this depends however upon the practicability of a navigable route and its duration. As we have before stated, there can be no question of the navigability of the route, as it has been used by the Hudson Bay Company for over fifty years. As to the duration, it seems from some very interesting tables lately furnished to the Meteorological Department by Mr. Woods, an employee of the Hudson Bay Company at Fort York, that the navigation can be safely counted upon for at least six months in each year. The only weak point so far as we can see for this route is the Hudson Straits, as it is almost certain that they will be longer blocked with ice than the bay itself.

From Mr. Woods' report, it appears that the opening and closing of navigation for fifty-two years past at Fort York and Hayes River has been as follows:

PERIOD OF OPENING AND CLOSING OF HAYES RIVER, HUDSON BAY.

Year.	Open- ing.	Closing.	Year.	Open- ing.	Closing.
1828—June	1	Nov. 15	1855—May 21	24	Nov. 24
1829—May	10	11 1855	2 10 22	19	
1830—	17	Dec. 2	1857—	14 10 19	17
1831—	22	Nov. 28	1858—	24	24
1832—	25	26 1859	13	16	
1833—	13	22 1860	18	19	
1834—	27	2 1861	22 10 28	10	
1835—	24	15 1862	24 10 29	24	
1836—	16	29 1863	22	30	
1837—	11	25 1864	19	20	
1838—	23	22 1865	16	28	
1839—	22	17 1866	14	23	
1840—	12	16 1867	23 10 25	23	
1841—	10	13 1868	24 10 31	29	
1842—	17	11 1869	25	0	
1843—	29	16 1870	11	27	
1844—	13 to 20	26 1871	12	23	
1845—	22	24 1872	16	20	
1846—	7 or 9	25 1873	14	15	
1847—	9	15 1874	16	20	
1848—	21	28 1875	19	15	
1849—	8 to 24	27 1876	10	24	
1850—	31	28 1877	20	15-20	
1851—	31	Dec. 9 1878	15	3	
1852—	16	Nov. 8 1879	11	23	
1853—	16 to 30	9 1880	20	20	
1854—	23	16			

On the average of these fifty-two years, it appears the Hayes River has been open on May 20 to November 20, or an average of exactly six months. An examination of the figures brings out the interesting fact that the open season is gradually lengthening. In the first ten years and in the last ten years of the fifty-two the river was open for the following number of days.

DURATION OF OPEN SEASON.			
	No. of days.		No. of days.
1828	168	1871	197
1829	184	1872	188
1830	165	1873	188
1831	190	1874	188
1832	195	1875	188
1833	193	1876	188
1834	177	1877	181
1835	178	1878	182
1836	197	1879	186
1837	179	1880	187
	1,826		1,864
Average	187	Average	185

The vast expanse of Hudson Bay does not freeze except along the shore, and even there the ice is broke up many times during the winter by storms. The doubtful point, which it is to be hoped may soon be cleared up, is the length of time during which the Hudson Bay Straits remain open. As to this the evidence is very conflicting, but the balance leads to the conclusion that strong steamers like the Dundee whalers could effect a passage early in June and late in November. The Dominion Government should take steps to settle the feasibility of the navigation of our northern water.

MR. LAWETT the Postmaster General, is about to propose a parcel post at uniform rates regardless of distance. The charge up to two pounds is likely to be sixpence, between two pounds and four pounds one shilling payment in each case to be made by stamps. The railway companies will carry and the post office will collect and deliver, and the receipts will be divided equally—one half to the post-office and the other half to the carrying companies.

Selected Matter.

NEW MEN IN BUSINESS.

Many young men have taken advantage of the present return to prosperity, and, embarking in business, are now either on the high road to prosperity, or they will in a few years add to the never-ending procession of those who go down to ruin. The future is in the hands of each one to be rich or poor, whether he may begin business with a few hundred or many thousands, and those who sell the goods will be guided to a considerable extent by the manner in which he may conduct his trade. Economy in the individual is essential not only in business expenses of all kinds, but in that of time, and he who wishes those in his employ to work on a good system must set the example himself. There is an old adage—a place for everything and everything in its place—which is truth itself and needs no explanation. Each employee should have certain duties, and be held responsible for them; and if neglect of any kind is reported, the trouble can be instantly traced to the proper quarter and the remedy be applied. Economy should not go so far as to interfere with the proper and necessary expenditures which all business demands, and without which customers will fail to be attracted or retained. The small cramped shops of fifty years since would not be suitable now, in these days of necessary display, and therefore the money laid out in a tasty arrangement of the interior of an office or store is well invested. The great desideratum is to catch the eye of the customer, and his curiosity being aroused, his list of purchases will probably be added to, and if the article be really good and all that it pretends to be, it will be asked for regularly afterwards. The habit of saving grows on a man, and the pleasure of seeing his bank account increase will often induce the depositing in a bank of many a dollar which otherwise would have been spent perhaps foolishly. A decent bank account enables a young merchant to buy where he may be best served, as a cash customer is his own master. With the present revival in business a good chance offers to all who are industrious, honest, and capable, and they enter a field which has been well cleared of the stubble and weeds which for too long a time enumbered the ground and rendered the chances of successful returns more than doubtful. —E.x.

LIABILITIES FOR AGENTS' ACTS.

There can be no doubt of the soundness of the principle that in case of wrong-doing on the part of a servant under such circumstances that his employer and any third party concerned may be said to be equally free from blame, the loss should fall on the employer rather than upon the third person. The great difficulty is in determining, in such case, as it arises, whether the parties are free from blame. The circumstances under which such a loss may occur are so endlessly diversified as to cause much uncertainty in the result of any litigation intended to determine on whom the loss is to fall, no matter how careful and able may be the tribunal resorted to. A case just decided by the Court of Appeal for this Province furnishes an instance of what appears rather a hardship upon the defendants in the suit. The plaintiff sought a loan from the defendants, the Dominion Savings & Investment Society, through one of its agents, and requested by his application that the money should be sent by cheque addressed to the agent. The cheque was in due course sent by the company to the agent, payable to the joint order of the agent and applicant. Upon this cheque the agent drew the money and absconded with it. The plaintiff claimed that the endorsement of his name on the cheque was a forgery, but the evidence satisfied the court that it was genuine, and that the plaintiff had endorsed the cheque before the agent. It was strongly contended for the defence, that by so endorsing the cheque the applicant had made the defaulter his agent to procure the money. It was also urged that by drawing the cheque in such a form as to make it impossible for any one to collect the amount of it without the plaintiff's signature, the company had complied with the applicant's directions and done all that could be required of them. It was, however, held by his Lordship Vice-Chancellor Prondfoot, of the Court of Chancery, before whom the case was tried, that the company by making the cheque payable to the order of their agent, made it his duty either to endorse the cheque to the applicant or to see that the money reached his hands; and that they must bear the consequences of their agent's fraudulent neglect of his duty. A decree was thereupon made restraining the company from taking any proceedings on the mortgage made by the plain-

tiff as security for the loan, and directing them to reconvey the property. Against this decision the company appealed without avail, for judgment has now been delivered by that court sustaining the ruling of the learned Vice-Chancellor. The case is, of course, one of those where much can be said on both sides, and as it appears to us quite as much in favor of the company's contention as against it. One thing is certain, that all loan companies and others whose business involves the payment of money through agents, should make a note of this decision and govern themselves accordingly. —*Monetary Times*.

THE GOOD TIMES COMING.

We have at length emerged from the depths of the long financial depression, and by all indications are now entering upon another period of great commercial prosperity. The fact of the regular succession of waves of prosperity separated from each other by the equally marked depressions of hard times, is no longer the mystery it used to be. Their causes have been to a large extent fathomed, and the laws which govern them are found as capable of being studied and understood as those of any other branch of political economy. Happily those causes are largely within the reach of human influence and control. When the era of prosperity is present, business flourishing and money abundant, individuals and nations yield to the impulse of the time. They indulge in unwonted outlays, and embark in extravagant enterprises. Instead of husbanding their resources and laying up in store against evil days, there is a general tendency to live up to or beyond the enlarged income. Sooner or later, and never very late, the sure reaction comes. A succession of poor harvests, a series of marine disasters, a glut in the markets, the consequence of over-production in some important department of industry, may be the immediate precursor of the change. But these are only secondary causes. They but precipitate the disaster which had been slowly but surely preparing, and must inevitably have come sooner or later. But when it has fully come, when money becomes hard to get, employment scarce, business enterprise languishing, and multitudes every day falling from affluence to poverty and from poverty to beggary, a general transformation is wrought in people's views and modes of

life. Perforce the wasteful become careful; the extravagant economical; the reckless cautious. There is thus a general husbanding of resources, and the gradual lessening of expenditures and accumulation of savings by the millions begin at once to work in the direction of returning prosperity. Of course thousands go to the wall. The over-production must cease, and multitudes are thrown out of employment. Creditors become alarmed, and unfortunate private and public debtors are pushed into bankruptcy, each capitalist and banker as he falls carrying down with him hundreds or thousands into wreck and ruin. While it cannot be denied, as we have said, that some of the causes which make or mar material prosperity, such as the harvests and the storms, are beyond control, even these will generally be found to vary only in localities, and to be tolerably uniform, taking a country or a continent as a whole. But the main sources of fluctuation, those found in the thrifty or spendthrift habits of governments and people, are wholly in their own power, and there seems little reason to doubt that when these latter learn to study more closely the laws of political economy, to observe more carefully the signs of the times, and to govern themselves accordingly, then, and not till then, will the periods of action and reaction come to an end, and long-continued seasons of moderate but uniform prosperity take their place. —*Globe*.

Business Changes for February.

James Skinner & Co., wholesale crockery, Hamilton, Ont., have admitted Richard Tew as a partner; Jones Bros., hardware and general store, Port Perry, Ont., retiring from business, succeeded by Abbs, Reid & Patterson; McGregor Bros., hardware, Walkerton, Ont., advertise closing up business; Wm. Zeiss & Co., varnishes, Windsor, Ont., have sold out; Skinner & Co., haines factory, Gananoque, Ont., burned out; Hodgson & Boyd, wholesale fancy goods, dissolved, Hodgson retires, new firm formed under the style of Boyd Bros. & Co.; Bronsdon & Stewart, wholesale paints, Toronto, dissolved. Bronsdon retires; Wm. Ward, jewelry, Dresden, Ont., burned out; S. Shannon, hardware and tins, Paisley, retiring from business; L. Maybee, hardware and tins, Woodville, Ont., has sold out and left; James Moore, stoves and tins, Arthur, has sold out to R. Martin; J. G. Edwards, hardware, Bobcaygeon, Ont., has sold out to McKee & Davidson, style now J. G. Edwards & Co.; V. Hohman, tins and hardware, Bayfield, Ont., has sold out; Forbye & Co., hardware, Owen Sound, Ont., have sold out to Wm. Kough; James B. Ryan, hardware, Toronto, sold out to Bertram & Co., possession given first of May.

NOTES AND COMMENTS.

A sleeping car costs on an average, about \$12,000, and earns about \$1,000 a month. Pretty good profit.

THE Dundas Screw Company are preparing for starting in earnest. A few days ago two car-loads of wire went to the Valley City on the H. & D. railway, and to-day a like quantity passed over the same line to be manufactured into screws.

THE glass works scheme is again creating some excitement in St. Thomas. A proposition has been made to establish a factory there to employ about 100 hands for the manufacture of table-ware, providing a joint stock company be organized with a capital of \$35,000.

JOSEPH LEDERER, wholesale jeweler, Chicago, has been arrested, charged with setting fire to his store, which was partly burned last month. His creditors claim that after the fire his assets showed only \$32,000, when the value should have been \$100,000.

MR. J. B. RYAN, hardware merchant of Yonge Street, in this city, has sold his business to Messrs. Bertram & Co., of Lindsay and Peterboro. The business already established in the latter place will be continued under the name of John Bertram.

IT is not often that a debtor saves a creditor's life, but one probably did so at the Buffalo disaster. A Mr. George Merchant was just going into the station, when he was told that a gentleman wanted to pay him some money. He had just reached the door when the crash came, and Mr. Merchant thanked his debtor for his money and his life.

MR. J. T. CULP, jeweller, No. 30 King street east, received a scare lately. In placing his jewelry in the vault for the night, he inadvertently left out a case of 219 gold rings, valued at about \$500, and in the morning they could not be found. The matter was reported to the police, but it was afterwards ascertained that the constable had found the missing articles and had put them away for safe keeping.

A French chemist, is reported to have given a striking proof of domestic affection. He condensed the body of his deceased wife into the space of an ordinary seal, and had her highly polished and set in a ring. He made a nice income by betting with lapidaries and others that they could not tell the material of the seal in three guesses, and, after pocketing the money, would burst into tears and say, "It is my dear, dear wife."

A Bill has been introduced in the Ohio Legislature regulating the price of sleeping and palace car tickets as follows:—For one berth in a sleeping car, \$1; for one section in the same, \$2; for single seat or chair in any palace car or coach, 50c. The Bill also requires stations where such tickets can be purchased to be kept in all cities of more than five thousand population.

A company doing business under the style of the Ontario Steel Barbed Fence Company has opened a factory at 55 and 57 Richmond Street east. Directors were recently appointed: Mr. T. R. Wood is President, Mr. A. J. Sumerville Vice-President and Managing Director, and Mr. James George, Secretary-Treasurer. It is expected that the factory will be in operation in two weeks.

THE United States with its population of fifty millions and holding the status of an independent nation, is content with seven heads of departments costing or salaries \$56,000 a year. Canada, with less than a tenth of our neighbour's population and occupying the position of a dependency has thirteen heads of departments, who cost for salaries \$92,000 a year—or \$105,000 if we add the sessional indemnity. Who says that Canada is not too much governed?

MR. M. J. BYRNE, a farmer's son who grew tired of following the plow received a present of \$1,000 from his paternal ancestor, and began store-keeping about a year ago in the village of Arthur. He now finds himself owing nearly \$2,500, and it is thought that his estate may pay about two-thirds of the liabilities. An assignment has been made for the benefit of creditors generally, and Mr. Byrne is probably thinking of going to some commercial college or school of logic to find out where in creation that other thirty-three per cent. has gone.

We are glad to learn that our old friend Hepinstall, late of Diamond Hall of this city has commenced business on his own account in St. Thomas. Mr. Hepinstall is not only a first-class workman, but a thoroughly reliable fellow, and the City of St. Thomas is to be congratulated upon this new addition to its business circle. We have no doubt but that "*Hepinstall, The Jeweler*," will soon become a recognized institution in that enterprising city, and we wish him the success he deserves.

A correspondent of the Scientific American says:—"Let any one who has an attack of lock-jaw take a small quantity of turpentine, warm it and pour it on the wound, no matter where the wound is, and relief will follow in less than a minute. Nothing better can be applied to a severe cut or bruise than cold turpentine, it will give certain relief almost instantly. Turpentine is also a sovereign remedy for croup. Saturate a piece of flannel with it and place the flannel on the throat and chest, and in every case three or four drops on a lump of sugar may be taken inwardly."

CARLYLE once asked an Edinburgh student—who tells the story in *The Milwaukee Sentinel*—what he was studying for. The youth replied that he had not quite made up his mind. There was a sudden lightning flash of the old Scotchman's eye, a sudden pulling down of the shaggy eyebrows, and the stern face grew sterner as he said: "The man without a purpose is like a ship without a rudder—a wretch a nothing—a no man. Have a purpose in life, if it is only to kill and divide and sell oxen well, but have a purpose, and having it throw such strength of mind and muscle into your work as God has given you."

HALIFAX is anxious about the winter port. But Halifax is always anxious about something. If it is not the winter port it is the fishery award, and if it is not the fishery award it is something else. Sir Hugh Allan does not make Halifax the winter port for his steamers because he finds that it pays better to go to Boston. It is simply a commercial question, and not a political one, although Halifax seems to think that the Government should interfere. Of course if the Government, by passing an Act of Parliament, can prevent Halifax harbour from freezing over it is its bounden duty to do it without a moment's delay.

THE GRAND TRUNK RAILWAY is petitioning parliament against the granting of a charter to the Toronto and Ottawa railway. The petition sets forth that the Grand Trunk Company purposes double-tracking their line between Montreal and Toronto, and that the rival line might injure their financial negotiations in England. With the vast increase in the business of the Grand Trunk during the past year it should have no fear of this sort before its eyes; but whether it has or not it is the first duty of parliament to consult the interests of the country, and especially of its carrying trade. The Grand Trunk has long enough enjoyed a monopoly.

A lady while in a passenger railway car in Philadelphia one day last week had her attention attracted to a very handsome diamond ring on the finger of a gentlemanly-looking passenger beside her. She left the car and went to a store where she made several purchases, but on putting her hand in her pocket for her purse found it had disappeared, and in its place found the diamond ring that had attracted her attention. Taking it to a well-known jeweller he pronounced it worth \$500. It is supposed the setting of the ring caught in her pocket, and it was stripped from the finger of the thief. The pocket-book contained about \$10, and the lady is the richer by \$490.

THE following are a few things not generally known:—A note dated on Sunday is void. If a note be lost or stolen it does not release the maker; he must pay it. An endorser of a note is exempt from liability if not served with notice of his dishonour within twenty-four hours of its non-payment. Each individual in partnership is responsible for the whole amount of the debt of the firm, except in case of special partnership. Ignorance of the law excuses no one. An agreement without consideration is void. Signatures in lead pencil are good in law. A receipt for money is not legally conclusive. Contracts made on Sunday cannot be enforced. A contract made with a minor is voidable. A contract made with a lunatic is void. Cheques or drafts must be presented for payment without unreasonable delay.

BEFORE the erection of the new pier at the castle rock, passengers from Dunbarton had to be conveyed down the Leven to the Clyde steamer by a ferry-boat, rowed by two elderly ferry-men. On one occasion an English commercial traveller had seated himself on the gunwale at the stern. One of the old ferry-men warned the man of his danger: "Noo man mon, come down aff that or ye'll coup ower." The big man only replied by telling him to "mind his own business, and trust him to take care of himself." No sooner had the rope been attached and the boat got the inevitable tug from the steamer, than the fellow went heels up over the stern. "Gowk! I tell him that." However, being in the water, it behooved that every effort should be made to save him. So the ferryman made a grab at what seemed the hair of his head, when a wig came away. Throwing this impatiently into the boat, he made a second grip at the collar of his shirt, when a front came away. Casting this from him with still greater scorn, he shouted to his companion, "Timmae, come here and help to save as muckle o' this mau as ye can, for he's comin' a awa' in bits."

Two detectives sent out from St. Johns a few weeks ago to look after some parties who were carrying on smuggling operations in the border counties, have returned to St. John, and report having made twenty-eight seizures, some of them being very large. What is of more importance, they claim that they have fully discovered the system by which these operations were so successfully carried on, and have laid the whole information before the Customs Department. Hitherto the customs officials on the border have been in many cases powerless to act, owing to the smugglers knowing them, but this last move on the part of the Department was totally unexpected, and has resulted in the discovery of the whole plan of operations. The detectives say the business has developed into enormous proportions.

It would be somewhat strange if a judgment debtor who had no property other than cash should be allowed to escape payment on the ground that the cash could not be touched by his creditors. Only in exceptional circumstances could a man be possessed of a large sum of money which was neither wages nor the result of a disposal of other property. An impudent fellow, however, the other day, while being examined in Toronto as a judgment debtor, pulled out of his pocket a roll of bank notes amounting to some \$700, and declared that that was all the property he had, daring the creditor to touch it. It seems that the money was the proceeds of a bet. An order has very properly been made for the commitment of the bold debtor to gaol in default of his paying over the \$700 at once.

A meteoric stone fell at Weiner Neustadt a few days ago, near the telegraph office, and penetrated deeply into the gravel-covered road. The phenomenon was witnessed by several persons, who all declare that the meteor showed a brilliant light. Upon inspection a triangular hole was discovered of 5 centimetres width; the ground was frozen at the time. The meteoric stone was excavated in the presence of Dr. Seehofer, director of the Weiner Neustadt High School. It weighs 375 grammes, is triangular in shape, its exterior is crystalline, with curious blackish, greyish, and yellow-reddish patches. Here and there metallic parts give a brilliant lustre. Its specific weight is very high, its hardness about 9. An analysis is now being made.

AMERICAN JOURNALS complain that England never willingly does sufficient honour to the inventive genius of Brother Jonathan. In one notable instance, however, England is doing homage to American ingenuity. A full set of American watch-making machinery was lately taken over to England and set up at the Lozells, Birmingham. One of the first achievements of the English factory was to carry off the contract for the supply of watches to the Indian railways—which contract has always hitherto been taken by American firms. Switzerland is also adopting the interchangeable system, which is the essential idea in the American factories. The consequence will be that the American tariff will again be found insufficient to keep out foreign-made goods.

A corner in eggs is the latest, and New Yorkers are paying five cents apiece for them. Speculators have been busy for some time past in buying up all they could get in the Northern States, Canada, and the West. In the large hotels in the Empire City as much as thirty-five cents is charged for two eggs. The number of eggs consumed in the United States is estimated at the enormous total of a thousand million a year. As many as 10,000,000 have been shipped to New York annually from Montreal alone, and it is computed that more than thrice that number is received east from Ohio and the interior States. Eggs are reported also as very scarce and dear this winter in Great Britain, where some 400,000,000, valued at near \$8,000,000, are annually imported, mainly from the Continent.

WHAT THE SEASONS BRING.

When comes the southern summer breeze,
That softs blows from tropic seas,
Who lives in impecunious ease?

The bumner.

When boreau blasts blow fierce and free,
And winter reigns on land and sea,
Who chuckles then with fiendish glee?

The plumber.

Or warm or cold the breezes blow,
From tropic seas or arctic snows,
Who comes his "sample lot" to show?

The drummer.

MR. JOHN ROACH, of Philadelphia, argues that as the United States is able to export locomotives, it ought to be able also to compete with the rest of the world in building iron ships. The New York Times denies that there is any analogy between the two cases. Americans do not export locomotives because they are better or cheaper than the English, but because their engines are unique. The English locomotives are built with wheels firmly attached to the frames; the American locomotives have the leading wheels fixed to a truck pivoted at the centre, and they are so fitted with equalizing levers that they can keep the weight on the driving wheels constant, no matter how irregular the track may be. As a consequence the American locomotive will do good service over a road where an English locomotive could no more follow it than an elephant could follow a goat. American locomotives are therefor built and exported simply to supply the wants of countries like Russia and Australia, where the railroad grades are bad and curves quick and frequent. For iron ships there is no such special market.

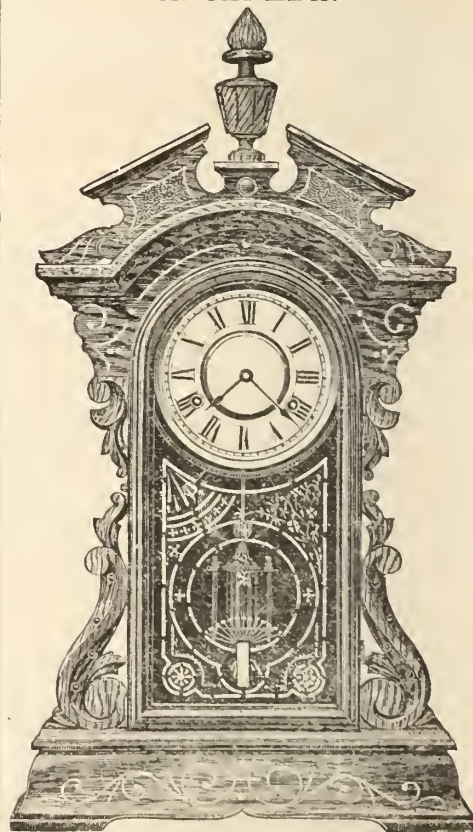
THE Favourite Paradox of humanitarians, that war will be made impossible by the use of perfect weapons, occurs to one reading accounts of recent experiments at Shoeburyness. Six "machine guns" for ordinary Martini-Henry cartridges were tested. A two-barrelled "Gardner" fired 195 shots, one at a time, in half a minute. A ten-barrelled long "Gatling" revolver, fed from a hopper, and worked by one man, fired 330 shots in the half minute. A five-barrelled "Gardner," worked by three persons, fired 288 shots in the half minute, though two blocks occurred in the machinery. A five-barrelled Nordenfeldt fired 300 shots in the same time. A four-barrelled Pratt-Whitney fired 330 rounds in the half minute. The weapons were then tried with 1,000 rounds each—each shot to

be fired singly, an important feature—as the Nordenfeldt can fire in volley or "in file." The two-barrelled "Gardner" got off the thousand rounds in 2 min. 57 sec. The ten-barrelled long Gatling was blocked more than once, but fired 987 rounds in 2 min. less a second—13 cartridges being dropped at the block which occurred. The firing with the five-barrelled Gardner resulted in the 1,000 rounds being worked off in 1 min. 35 sec. The five-barrelled Nordenfeldt had a block, caused by a defective cartridge, and the gun was emptied, the cartridge rammed out, and the whole set into working order so rapidly that, including the stoppage, 1,019 cartridges were fired in 2 min. 42 sec. The ten-barrelled short Gatling fired off the 1,000 rounds in 1 min. The "Pratt-Whitney" had no representative present, and it had the good fortune to be worked by two Royal Artillery officers, assisted by a Royal Artillery gunner. It scored the 1,000 rounds in 1 min. 41 secs.

THE LARGEST

Clock House

IN CANADA.



I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:
SETH THOMAS, WELCH, NEW HAVEN,
GILBERT, AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickle Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS,
31 Wellington, 40 Front St. E., Toronto

THE "AMERICAN."

THIS old established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts., overlooking the Bay of Toronto, and being only one block from all of the R. R. Depots and Steamboat Landings.

This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Billiard and Sample Rooms.

From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.

ATWOOD & BINGHAM, PROPRIETORS.



J. SEGSWORTH & Co.

IMPORTERS OF

WALTHAM WATCHES

GOLD AND SILVER CASES.

Send for Price List.

We have just received a line of

SILK GUARDS,
SPECTACLES,
& COLLAR BUTTONS,

which we offer to the trade at Bottom Prices.

23 Scott Street, - Toronto.

W. M. COOPER,

Manufacturers Agent and Dealer in

Guns, Rifles & Sporting Goods

OF ALL KINDS.

29 KING ST. WEST, - TORONTO.

The above cut represents the new "Scott-Field" Rifle, manufactured by W. & C. Scott & Sons, Birmingham, England, for general sporting purposes. This Rifle has the "Field" patent action, which is considered by all sportsmen who have seen it to be the best ever invented. The fact that Messrs W. & C. Scott & Sons and John Rigby & Co. of Dublin, have adopted the "Field" action for their new sporting and Target Rifles is proof positive that in the opinion of these celebrated gun makers the "Field" is superior to all other actions now in use. The "Scott-Field" Sporting Rifle is 44 cal., sighted up to 300 yards, and can be had either with plain or pistol grip stock. No Rifle in the market can approach it for accuracy, convenience, durability and safety. Sole Agent for Canada.

W. M. COOPER, - - - TORONTO

A Large Assortment of "Scott" and "Greener" Guns kept constantly on hand.

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AND
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*The only Organ of the Commercial Man
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medium of advertising, and to country mer-
chants for its reliable and authenticated price
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Ornamental and General Engraver,

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ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and
Monograms designed and engraved in
first-class style. Terms Cash.

INSTRUCTION GIVEN.

A. KLEISER,

IMPORTERS OF

Watchmakers' and Jewellers'

TOOLS,

French and American Clock materials, Stem
Winding and all other Wheels cut to order

Watch repairing for the trade.

A large stock of Swiss and American Main
Springs and flat Watch Glasses for American
Open Faced Watches

Nickel & Dust Proof Keys. Price and
Sample sent on application.

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TOOLS, MATERIALS

AND SUPPLIES.

Look out for our New Price List of
Jewellery Tools, Materials and Trade
Work. Most complete one pub-
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on application.

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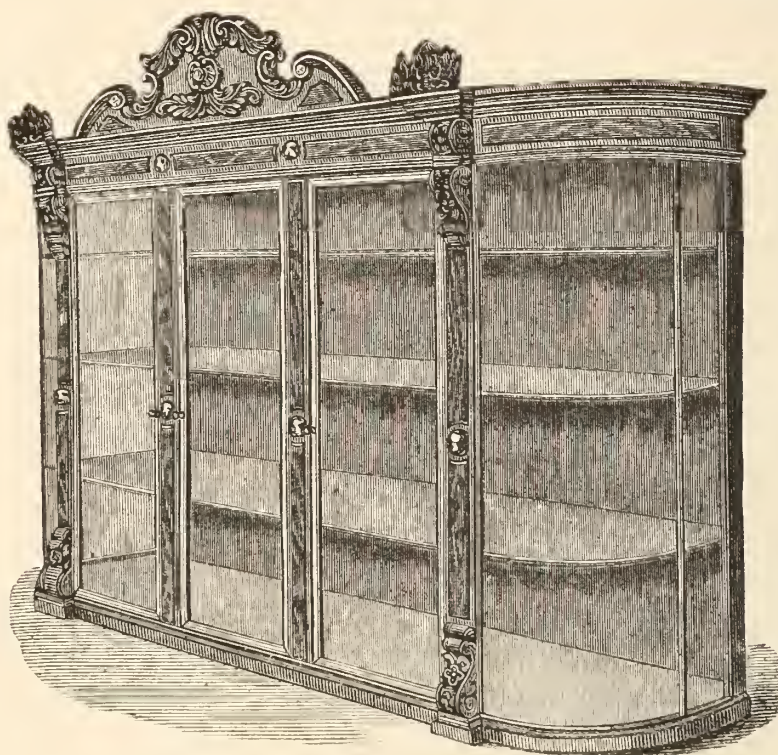


The "Scott-Field" Sporting Rifle.

ESTABLISHED 1859.

W. MILLICHAMP & CO.**29 TO 35 ADELAIDE STREET EAST,
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SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

W. MILLICHAMP & CO.

WELCH & TROWERN, Jewellery Manufacturers & Diamond Mounters

FINE GOLD

LOCKETS,
BROOCHES,
BRACELETS,
EARRINGS,
DIAMOND,
WEDDING,
SIGNET,
CHASED &
GEM RINGS,
Gents' Suites,
Gents' & Ladies' Chains,
&c., &c.



INTERIOR OF OUR MANUFACTORY.

FINE SILVER

MEDALS,
TROWELS,
WALKING CANE
HEADS,
PRIZE CUPS,
NAPKIN RINGS,
Masonic and Society
JEWELS,
&c., &c.

TO OUR CUSTOMERS AND THE TRADE GENERALLY.

DEAR SIRs, During the past year we have made extensive alterations in our manufactory, adding the latest and most improved machinery and tools, and securing the best and most careful workmen.

We intend sparing no efforts in supplying good material, made full standard quality, and finished in the best manner, and trust to be favored by those anxious to give their customers goods they can confidently recommend.

Orders or repairs sent by mail receive proper attention.

We are, yours respectfully,

WELCH & TROWERN,

36 ADELAIDE ST. WEST, TORONTO, ONT.

Between Bay & Yonge Sts. nearly opposite Grand Opera House

CLOCKS!

Just received. The LARGEST Variety of
American and French CLOCKS
Ever imported into Canada.

ALL THE LATEST STYLES.

To CASH BUYERS we offer SPECIAL INDUCEMENTS.

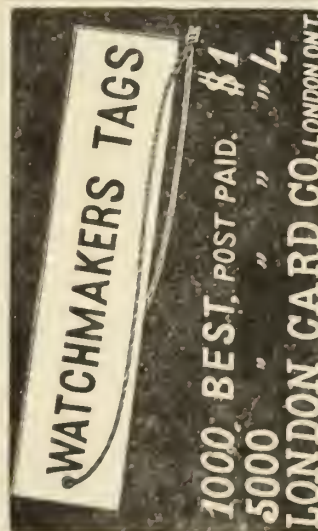
Newest Styles in Yankee Jewelry
Exceedingly Cheap.

E. & A. GUNTHER,

Jordan and Melinda Sts., Toronto

WATCHMAKER AND JEWELLER.

Dealer in Spotting Goods, &c., Gold and Silver Plating done in the best style and warranted to wear. Trade work at trade prices. 51 RICHMOND ST. E., LONDON, ONT. All work warranted.



T. WHITE & SON,

Manufacturing Jewellers, Gold
and Silver Platers,

—AND—

LAPIDAIRES,

12 MELINDA ST.,

TORONTO.

Canadian Agates, Amethysts, &c.,

Polished and Mounted for the trade. Store
keepers in town and country will find all work
good at moderate prices.

N. B. — Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.
Unsurpassed in the Dominion.

Zimmerman, McNaught & Co.,

56 YONCE STREET, - - TORONTO.

Head quarters for all kinds of Electro-Plated Ware, such as Spoons and Forks, Butter Knives,
Pickle Forks, Cruets, Cake Baskets, Card Stands, Pickle Frames, Berry Bowls, Childs' Cups, &c.

We guarantee to meet any honest competition.

SPRING TRADE, - 1881.

We have pleasure in informing the Trade, that our Mr. LOWE has lately returned from the United States Factories, where he has spent several weeks in selecting what is probably the largest and best assorted stock of American Jewelry ever imported into Canada.

The extraordinary demand for goods last Fall, left us with but little stock on hand, so that we were in an excellent position to purchase the novelties that were being put upon the market, for the present season's trade. Our stock will be found more than usually attractive, and will amply repay the inspection of any intending buyers.

In addition to our immense Stock of American Jewelry, we have also to hand several consignments of English Bright and Coloured Gold, Imitation Jet, Black Garnet, and Real Jet Jewelry all of the latest designs.

As usual our Stock of Electro-Plated Flat and Hollow Ware, is fully equal to the requirements of the season, and we are prepared to execute any orders in this line promptly and satisfactorily.

Our Travellers are now upon the road, and we bespeak for them the kind consideration of the Trade generally. In all cases we guarantee to meet any honest competition and give satisfaction.

ZIMMERMAN, McNAUGHT & CO.,

56 YONGE STREET, - TORONTO.

\$50 00 REWARD!

It having come to our knowledge that imitations of our justly celebrated "Sheffield Sterling" Spoons and Forks are being put upon the Canadian Market, we desire to notify the trade that we have registered the name "Sheffield Sterling," as our Trade Mark, in the office of the Hon. the Minister of Agriculture at Ottawa, (No. 1421), and that any person found guilty of illegally using the aforesaid Trade Mark, or vending any imitation, is liable to prosecution for misdemeanor.



The test of ACTUAL WEAR has proven that our genuine Sheffield Sterling Goods are the best unplated Spoons and Forks ever offered to the public of Canada, and their Trade Mark has become valuable as a recognized guarantee of superior excellence of quality and finish. In order to protect the Trade from the worthless imitations of our goods that are being imported into this country, we are prepared to offer the above reward for the conviction and punishment of any person illegally using the above Trade Mark or vending imitations of our goods. All our unplated Spoons and Forks are stamped "Sheffield Sterling," "Crown S or X," and every dozen is wrapped in a special guarantee wrapper. For sale wholesale only, by the Company's Canadian Agents,

ZIMMERMAN, McNAUGHT & CO.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, APRIL, 1881.

NO. 8



WALTHAM WATCHES!



LEE & CHILLAS,
TORONTO,

Wholesale Agents FOR Canada

beg to notify The Trade that they have constantly in stock a full
assortment of

THE CELEBRATED WALTHAM WATCHES,

in all grades, and would call Special attention to the Fine $\frac{3}{4}$ Plate Movements, in 14 and 16 Size,
in 14 and 18 K Gold Cases, guaranteed by Special Certificate of the AMERICAN WATCH
CO., OF WALTHAM, MASS. They are the most perfect time-keepers manufactured,
and exceedingly desirable for presentation.

All Goods guaranteed by
the

American Watch Co.

OF

WALTHAM, MASS.



LEE & CHILLAS, - WHOLESALE JEWELLERS,

4 Wellington Street West, Toronto.

P. W. ELLIS. R. Y. ELLIS. M. C. ELLIS

P. W. ELLIS & CO.,**No. 31 KING ST. EAST, TORONTO.****Manufacturing Jewelers, Watchmakers
Engravers, Importers & Jobbers.**

AMERICAN JEWELRY,

**Watchmakers', Jewelers' and Engravers' Tools,
Materials, Lathes and General Supplies.****SILK GUARDS, SILK ALBERTS, DIAMONDS, REAL & IMITATION STONES.**

IMPROVEMENT OF MANUFACTURING FACILITIES.—We beg to announce, that in consequence of the constantly growing demand for our goods, we have again largely improved our facilities for manufacturing by addition of a **Gas Engine** running all machinery by Power, also have added several improved appliances to aid us in our finishing department which will enable us to have all work finished equal in every respect to anything produced.

ELECTRO PLATING AND GILDING.—We have just brought out from Birmingham a most experienced hand well versed in all branches of Electro Plating, Gilding &c., and, are now prepared to do work in that line in first-class style and at the lowest rates. As to Electro Silver Plating large articles we intend shortly to complete arrangements so that we will be prepared to solicit orders in that line as well.

GOLD CHAINS.—Our facilities now for production of Chains in every line in 10 and 15 kt. standard qualities is as perfect as machinery and skilled labour can make it. We have brought to our factory at considerable expense a first-class designer of patterns so that henceforth our goods will possess an entire originality of our own. All patterns for Spring Trade entirely new, many designs are very elegant; our prices will be the same rate per cwt. for any design desired. **All Qualities Guaranteed and Prices the Lowest.**

AMERICAN JEWELLERY.—Our Mr. M. C. Ellis has just returned from New York, Providence and Attleboro Markets, where he has taken much pains in selecting the latest and newest goods to be found, all goods have been purchased for Cash thus commanding the closest prices in every line. Our stock is complete in Vest, Neck, and long **Rolled Plate Chains**, quality guaranteed, the best made same in Fire Gilt chains, also Bracelets, Locketts, New Acme Sleeve Buttons the latest improvement over the separable, Charms, Seals, Scarf Pins, Lace or Shawl Pins, Broaches, Earrings, Sets, Electro and S.S. Goods, and obtained sole control of the finest Onyx and imitation Onyx goods produced. Circulars will shortly be sent of the New East Lake Designs. Our stock of novelties in every line is very choice.

TOOL AND MATERIAL DEPARTMENTS.—We have just received the largest importation direct from Switzerland in this line ever brought to Canada, our stock will be absolutely complete in every department comprising the most complete stock of Silk Guards, Alberts, in pure Silk, Silk and Woollen, and Mounted Guards, also the only line of pure Woollen Guards in this market. White Metal Alberts in great variety, Morocco Cases from cheapest to most expensive goods for Rings, Sets, Locketts, Earrings, Broaches, Necklaces, Scarf Pins, Buttons Bracelets, Suits and Watches.

Our new improved Swiss Foot Lathe on the American principle, Nickel Plated with attachments for everything in Watch-making and at prices beyond competition, we have sole control in Canada for these goods. Universal Lathes 5 actions, slide rests and improved Cutters, Rounding Machines, improved Jacot Lathes to work with hand, and an endless variety of new tools of every description **all Nickel Plated specially to Order.** In Glasses we are complete in 1-16 and $\frac{1}{4}$ sizes of improved quality very fine. Concaves, Mi-concaves, Bulls Eyes for Verge Watches, high lunnettes and demi-dial. Our Stock is now without exception the largest and finest ever held in Toronto.

Our Mr. M. C. and C. S. Ellis, will immediately visit all our Customers East and West with such stocks as will well repay their waiting.

THE TRADER.

TORONTO ONTARIO, APRIL, 1881

Distributed free to every Jeweler and Hardware Merchant in Canada

Advertising Rates.

Full Page, - - \$20 00 each issue.
Half Page - - 12 00
Quarter Page - - 8 00
Small Advertisements 8 cents per line

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

No 13 Adelaide Street East, Toronto, Ont.

FIRE LOSSES.

Although Fire Insurance has come to be regarded by the public generally as a matter of necessity rather than of choice, but few amongst the myriads of insurers can form any adequate idea of the magnitude of the interests thus involved. We pick up our daily paper and note therein the record of some conflagration, and are not in the least surprised to find somewhere in the account that the property was insured for some proportion of its value; in fact, this matter of insurance against loss by fire has become so common that it is only the exceptions to the rule which strike us as being strange.

Of course, in any such conflagration the loss is the same no matter whether the property is insured or not, the only difference being, that, in the case of insurance, the loss is distributed between the owner and the shareholders of the insurance companies who had been paid for assuming the risk.

It is altogether too late in the century to argue about the benefits of fire insurance; for public opinion has long ago pronounced so strongly in favour of it, that a person who refuses to insure his property is regarded as little better than a fool.

What we chiefly desire to draw the attention of our readers to is the magnitude of the aggregate fires of this country, and the lesson we may learn from it.

From the fire tables published by the *New York Chronicle*, we learn that during the past five years the total amount of property destroyed by fire in the Dominion of Canada has averaged the sum of \$11,342,060 per annum. The largest

year for losses was 1877, memorable as being the one in which the City of St. John was laid in ashes; the amount of fire losses that year amounting to \$29,261,000. Leaving out this year, the average for the other four years is \$5,489,860 per annum. The total amount of insurance on these \$56,710,300 of property destroyed was \$28,843,800 or an average of \$4,768,760 per annum, as against an annual average loss of \$11,342,060. According to the figures the insurance amounted only to about 40 per cent of the property destroyed; a proportion ridiculously small when we consider the danger of large conflagrations which this wooden country is at all times subject to. If these figures teach us anything, it is not only that the danger of fire is much greater than we are often willing to admit, but that seeing that we have to face this danger, it would be better if property owners would secure themselves from loss by an amount of insurance adequate to the interest they have exposed.

If insurance is a good thing at all, it is only following the advice of common sense to take the full benefit it can bestow, and not rest content with simply knowing that you are insured regardless of the proportion between the benefit and the risk. For the purpose of comparison we give the below the losses since 1876, and the amount of insurance for each year.

DOMINION OF CANADA.		
Year.	Total Losses.	Losses to Ins. Co's
1876	\$ 9,151,200.	\$ 3,887,600
1877	29,262,000	10,637,700
1878	5,930,500	3,102,700
1879	7,159,000	3,836,000
1880	5,191,600	2,350,800
Totals	\$56,710,300	\$23,843,800

UNFAIR COMPETITION.

During the past few years, compositions ranging from ten to seventy-five cents on the dollar of their indebtedness, have been of no uncommon occurrence amongst a certain class of our merchants. Whether the frequency of such transactions has been due to the imperfect working of the Insolvent law or to the proverbial tender heartedness of the creditors themselves, we are not prepared to say, but we can without any hesitation whatever, pronounce upon the effect of the practise. To our mind the practical working of such a custom is to put a premium upon business failure. Whether such failure is caused by misfortune over which the debtor has no control, incompetence and

want of business ability, or by a pre-determination to enrich themselves at their creditors' expense by shirking their honest responsibilities, the effect is exactly what we have just stated, a premium on failure. If this were all it would be bad enough, but this is not all. Not only does the creditor pay through the nose for the incapacity or dishonesty of the compromising debtor, but he also does a great injustice to those customers in the same line of business, who, by hard work, economy, and strict attention to business have always managed to pay him one hundred cents on the dollar for all the goods they have purchased from him, by subjecting them to an unjust and oftentimes damaging competition.

Take, for example, what every one has seen fifty times during the past five years, the case of two merchants in the same line of business in the one town. One of these merchants by hard work, strict economy in all his expenditure, and a constant personal attention to business, has not only managed to pay his way as he has gone but to lay by something to the good. He is considered a good mark by the wholesale trade, every one is glad to sell him whatever he wants, knowing full well that their payment is sure when the bill matures. No one would ever think of settling his bills at twenty-five cents on the dollar or any other sum less than the full amount. The other, buys the same class of goods from the same wholesale merchants at the same price as his competitor, but after he gets a pretty good stock on hand he comes to his creditors and says that unfortunately he can't pay up in full, and wants to make a compromise with them. If the offer is accepted, as has often been the case, and he gets a settlement at say fifty cents on the dollar, how does it affect his position as compared with that of the first (and honest) merchant instanced above; why the result simply is, that he can undersell him every time and still make as much profit relatively on his goods as he did before he failed.

Say they were both jewelers, and each sold the same brand of watches, for which they paid the same price to the wholesale dealer, say \$10.00; now suppose that in the ordinary way of business they should have fifty per cent. profit upon such goods, the regular selling prices of these watches would be \$15.00, and the honest trader could not afford to sell it under that figure and do a legitimate trade.

But the compromising merchant by his dexterous move has effected a settlement of his liabilities at fifty cents on the dollar, so that his watches only cost him \$5.00 instead of \$10.00 as before, adding a profit of fifty per cent. we find that he can now afford to sell these watches at \$7.50 each and still make as large a percentage of profit on them as before. As compared with the honest dealer he can if he wishes sell them at exactly half his price and make the same profit as his competitor, or if he has an eye to the speedy acquisition of riches he may sell them at a profit of one hundred per cent. and still manage to dispose of them at the other's cost price. This example is based on a fifty cent settlement, which, as every one knows, is a good deal beyond the average; the smaller the composition however, the more it is in favour of the compromiser and the greater the hardship and injustice to the honest merchant who pays his debts in full.

How any merchant can withstand such competition we can hardly understand, and the wonder is that retail dealers do not complain more often and loudly than they have heretofore done.

From experience we know that they are not altogether blind to the injustice of these compromises, and we shall be very much mistaken if they do not speak out more decidedly in the future. In this connection we give an extract from a letter that was handed to us a few days ago by a wholesale house in this city, which shows that the writer had the root of the matter in him what ever was the motive which inspired the production. The extract runs as follows:

"Since I saw your Mr. ———, I was thinking of making up a small order for you, but when I considered the hardness of the times, and what we have to compete with in our town, it makes me begin to think how or what way are we to pursue. But the question can be easily answered if you will do for us as you do for our neighbours; say twenty-five cents on the dollar we can get along pretty well. You heard me say that business was on the quiet side, and was it anything to be wondered at when we have to compete with such men as you give encouragement to by letting them off at 25 cents on the dollar."

This complaint, although somewhat differently worded, is similar to fifty others we have seen or heard, and the only pity is, that it's only too true. In the case above mentioned the writer and the rest of the merchants in the same line have decided to "Boycott" every

wholesale merchant that has joined in giving their mercantile opponent the start of them by condoning his debts at twenty-five cents on the dollar.

So far as their decision is concerned, we think they are perfectly justified in their action. It is the only remedy within their power, and they would be foolish not to put it in force. If retail merchants generally would bear this in mind and act accordingly, we are strongly of the opinion that favourable, and, as we have shown, unjust compositions would be of much rarer occurrence than they are at present or have been in the past.

We yield to no one in sympathy towards a debtor who is through misfortune compelled to meet his creditors and ask for their leniency, but the necessity for such things are very much rarer than most of us imagine.

The incompetent or careless man although standing morally upon a much higher place than a dishonest debtor, is after all not one who should have any right to demand such exceptional treatment. Charity is all well enough in its place, but when we come to realize that charity, such as is evidenced by indiscriminate compromising with bankrupt debtors to the detriment of honest traders who are struggling hard to pay their obligations in full, is no virtue at all, but simply a premium upon incompetance or dishonesty, we should seriously ask ourselves the question, why should this practice be continued? As a matter of simple business it is not expedient, for as a rule the man who compromises rarely succeeds permanently.

View this matter of compositions from whatever standpoint you will there seems to be but very little in its favor, and a great deal against it, and we trust, that as it is evidently so unjust to the honest and deserving merchants who have to meet its competition, it will become very much more of a rarity in the future than it has been in the past.

A COMMERCIAL NECESSITY.

It is to be much regretted that the superabundance of political measures during the late session of our Dominion Parliament had the effect of pushing entirely out of view the pressing necessity of a new Insolvent Act.

People may differ as to the exact form which such an Act should take, but few we venture to think will dissent from the principle embodied in all Insolvent legis-

lation, viz., that when a debtor becomes unable to pay all his creditors in full, that his estate should be divided *pro rata* amongst his creditors in a fair and impartial manner.

No one for a moment would argue that our old Insolvent Act was a perfect piece of Legislation; its defects have been pointed out time and again, but we think it will be generally conceded that with all its faults it was better than none at all.

At the present time we are entirely without an Insolvent Act of any kind, and the result is that the first come is first served. Now, this is all well enough for the creditor who comes first, but it is very poor consolation for a creditor whose debt happens to be in the form of an unmatured note to know that another creditor whose debt is due is getting one hundred cents on the dollar, while the strong probability is that he will have to content himself with nothing.

As a rule the first two or three creditors, if their claims are of any magnitude, sweep all before them; for between their actual claims, costs and the sacrifice caused by forcing sales to satisfy these executions, an estate hardly ever realizes more than half its real value. The result is that as soon as one firm comes down on a delinquent debtor, the rest to secure themselves must do the same or be willing to be left out in the cold. This latter, however, is a position in which few merchants are philanthropic enough to voluntarily place themselves, and as a result the first suit is the signal for a general onslaught amongst the creditors, and means ruin to the debtor thus involved: While the existing state of things works badly for the creditors, it is equally bad for the debtor, for its working is diametrically opposed to that thorough confidence which is the source of all mercantile credit. As a rule wholesale merchants look quite as much to the honesty and uprightness of their customers as their financial standing, but the working of the present law, or rather want of law, renders it almost impossible for a merchant however honest his intentions to treat all his creditors alike should he unfortunately get into difficulties. This being the case, it is almost superfluous to say that his honesty cannot command the price in the market that it would if the law were so amended as to allow of his putting his principles into effect.

Opponents of an Insolvent Act have never tired of pointing to the action of

the United States in repealing theirs, but with all due deference to the opinions of such, we venture to say, that the merchants of the United States are prosperous, not because they have no Insolvent Act, but in spite of this lack.

We give below an extract from the Annual Trade Circular of Messrs. Dun, Wiman & Co., whose opportunities for gathering facts connected with this subject and experience in the various phases of mercantile life entitle them to speak with authority. From this extract it would seem that the more intelligent men of the United States are anxious for their government to frame a new Insolvent Act and regard it as a commercial necessity.

It is only a few weeks since a petition signed by such merchants as Clatins, Stewarts, and others of that ilk was presented to Congress, praying that a general Insolvent Act might be framed and made law as soon as possible, in order to check the demoralization that was being developed by the conflicting laws governing the various States. In reference to the absence of such a law Dun, Wiman & Co's circular says:—

"There is one thing, however, which is more calculated to interfere with the prosperity of the trade of the country than any other, and that is the absence of some provision by which debtors and creditors can alike be protected, and which should take the shape of a National Insolvent or Bankrupt law. "The race of the diligent," as it is called, by which one creditor seeks to get the advantage of another, is an element almost fatally destructive of the credit of hundreds of traders; while the disposition of debtors themselves to protect their friends, to the detriment of outside creditors, is destructive of the confidence essential to the existence of credit. The peculiar experience which, as Mercantile Agents, we are daily encountering, enables us to discover the gradual shriveling up of credit in hundreds of cases, while with confidence, and the prospect of an equitable distribution of assets, disaster might be avoided. The slightest intimation of prospective trouble whether well founded or not, in the condition of any trader, will cause almost every creditor to pounce down upon him with all the terrors of the law, in the hope that one may get an advantage over another; while to the trader himself, thus threatened with disaster, the temptation to make preferences to those who will most readily assist him in his time of trial is almost irresistible. The laws of the various States differ so seriously, and in certain quarters so much favor attachments and recovery by summary

process, that it is difficult to conceive almost how the business of the country can go forward without the intervention of some national remedy, for which the Constitution in its wisdom provides, and which certainly at the earliest possible moment should be made available. We repeat, that there is nothing at the present moment in the shape of a law so urgently demanding enactment as a National Bankrupt Act, if the internal commerce of the country is to be conserved, and if the prosperity we now enjoy is to continue."

Selected Matter.

RAILROAD MONOPOLIES.

An anti-monopoly league has been formed in New York with the object of defeating railroad combinations for high rates. A meeting of the league was held in Cooper Institute last Monday night, which was attended by the representative business men of the city. The principal speaker was Judge Black, one of the ablest men in the United States. Judge Black has given a good deal of study to the subject of railway rates, and he does not hesitate to speak his mind freely on it. The railroad companies, he says, are entitled to a fair and full compensation for all the services which they are called upon to perform, and, in addition, to a reasonable profit on the capital invested in the building of their roads. But they charge more than just dues. It was proved by experts before the Hepburn committee at Albany that an enormous profit could be made on a rate of twenty cents per hundred weight between New York and Chicago. The rates are now thirty-five cents per hundred weight, and the profits made last year on the farm products of the west above what would be just was, at a fair estimate, \$675,000,000, or enough to pay half the national debt. The four leading railroads between the east and west have lately become a confederacy, adopted a constitution for their government, and agreed to maintain uniform rates. Judge Black declares that their confederation is criminal in its character, and that under the law they should be convicted and imprisoned for it. But what can the government or the law courts do with a gigantic confederacy? The influence of the Pacific railway syndicate over our own government and parliament will serve as an illustration. It will require the whole strength of the nation to break up these giant railroad monopolies. —*Exchange.*

UNTRUE REPRESENTATIONS TO MERCANTILE AGENCIES.

A very important and somewhat novel judgment has just been rendered by the Court of Appeals for New York State on the above subject. The action was one for deceit, and was based upon untrue representations made by the defendant about the standing and capital of a firm of which he was a member, the plaintiffs having sold goods on credit to the firm, relying on such representations. The peculiar point in the case is that the representations were not made to the plaintiffs or any one on their behalf, but to the mercantile agency of Dun, Barlow & Co. It was objected that such representations having been made to independent parties, and having no reference to the purchase afterwards made from the plaintiffs, could not be the basis of an action. The Court, however, took a different view of the case. Judge Rapello, in delivering judgment, pointed out that according to the evidence, credit was given wholly on the strength of a report obtained by the plaintiffs from Dun, Barlow & Co., which report was based on the untrue representations complained of. The obvious intention, according to the learned judge's view, of making the representations, was that the firm might obtain credit from those who should thereafter apply to the mercantile agency for information about their standing. Under these circumstances the court hold the defendant liable in the same way and to the same extent as if the false statements had been made to the plaintiffs direct.

This judgment appears in every way just, since to use the language of the Court "A person furnishing information to such an Agency, in relation to his own circumstances, means and pecuniary responsibility, can have no other motive in so doing than to enable the Agency to communicate such information to persons who may be interested in obtaining it for their guidance in giving credit to the party. And if a merchant furnishes to such an Agency a wilfully false statement of his circumstances and pecuniary responsibility, with intent to obtain a standing and credit to which he knows he is not justly entitled, and thus to defraud whoever may resort to the Agency, and in reliance upon the false information there lodged, extend a credit to him, there is no reason why his liability to the person defrauded by those means should not be the same as if he had made the

false representations directly to the party injured."

A new light will, by this decision, be made to dawn upon very many, both in the States and Canada, who, we have reason to believe, indulge very freely in highly-colored statements to Credit Bureaus or their emissaries. To bamboozle an assessor, or to deceive a Mercantile Agency man, are looked upon as venial offences, or, indeed, as clever strokes of business, since in the one case liability may be escaped, and in the other goods may be obtained on credit. The words of Mr. Justice Rapallo may prove a warning to those who are so ready with glib statements, intended, oftentimes, to deceive whatever relies on them, or so worded as to convey, without exactly expressing falsehood, impressions which the maker knows to be false. "A lie that is half a truth is ever the blackest of lies," and this kind of semi-falsehood is more despicable, if possible, than the lie direct and transparent. — *"Monetary Times."*

THE HEAVY COMMERCIAL.

Is that gentleman about to start with his very well appointed trap and pair of bays, driving tandem-fashion. You will notice that he has a hat from Lincoln and Bennett's, jewelery from Brogden's, his tailor resides on Bond street, and his general appearance more resembles that of a scion of some noble house than that of a "traveller." He mounts a pair of Dent's best "kids," wears a sealskin waistcoat of undoubted genuineness, his collars and "fronts" are decidedly fine linen, and, altogether, you wonder that so "large" a character can possibly condescend to take orders or receive cash. Certainly he will require a good deal of the latter, and no doubt spends it. He always takes wine for dinner, never dines earlier than six or seven p.m., has a game of billiards about eleven, chaffs the chamber-maids at twelve, gets "three heets in the wind" by one a.m.; and is tenderly assisted to bed about four a.m., by a sleepy headed boots, who probably gets more kicks than half pence for his care of the inebriate. The Heavy Commercial never travels otherwise than first-class; he considers he would lower his dignity to rub his coat against those who patronize any other style of railway locomotion. Auent this, I once overheard a conversation on the Thurst station between two commercials; Our

heavy friend was one, the other was clothed in a quiet suit of gray tweed, and evidently made little pretensions to appearances.

"Which class are you going, Cholmondelay?"

"Oh! Fawst of cawse. Nevaw go any other way, old fellah?"

"I'm going third?"

"Bless me! Nevaw do that! Aw! couldn't! Can't afford to look paw!"

"Just so. That's it my boy! I know you can't afford to look poor, since you are poor; and so you travel first to gain an opinion as to your position to which you have no title. Now you know me. I have made my fortune, and I can afford to do what I like—to pick my own class of carriage, and to be totally independent of the opinion of my fellow men!"

What a pity, thought I, that our "heavy" friend had not a small portion of the common sense of the quieter gentleman with whom he had the *tete-a-tete*. It will generally be found that these "great men" abroad are but small people at home; they resemble the *outside* of Richardson's show, where you see the best of the performance, the inside being uncomparably inferior. At Plymouth one of the "heavies" came down to breakfast, where eight of us were already seated. He wore a very jolly expression, and a thick gold chain, so thick as to resemble a cable more than a gentlemanly decoration.

"Morning, gentlemen! Received a very pleasant letter this morning. I'll read it.

"DEAR SIR,—As you are not making your expenses, the best thing that you can do is to pack up your samples and return per first train.

Yours truly,

"CATCHIM & PUSH."

The company all stared, and thought it was the height of impudence for any firm to write thus to a gentleman of such a fascinating exterior as our mutual friend. Certainly, there was just this shadow of an excuse—he was doing no business, and the firm he represented had to pay him heavily for *not* doing it, which could scarcely be satisfactory to the chief of the counting-house at home. But then he was not at home—he was abroad, away from any of the sordid influences of the warehouse. It was with him pretty much the same as it was with the Scotchman—all right until it came to taking orders.

"How do you like travelling?" said a young clerk to Sandy, after the latter had

been out three months, and had returned minus order and cash.

"Oh! likit the travelling gay well, ye ken. The 'hottles' was guid, and the companie was weel eneuch, the change was plesant, the dinner was fine, man and the 'wuskey' was no' that bad, but when you cam' to seekin' orders, man, it was awfu' like beggin!"

Al! there are many more "heavy" commercials whose returns are not "heavy," who are more for ornament than use, who "patronize" the firm they are so gracious as to travel for, who finally leave this world almost as poor as when first they entered it, such a butterfly existence have they led.—*Leaves from the Sketch Book of a Commercial Traveller.*

FOR SALE.

A WELL ESTABLISHED JEWELRY BUSINESS in one of the most thriving towns in Ontario. Good Repairing and Selling Trade, and business paying well. Satisfactory reasons for selling. A good chance. For full particulars, address C. M., care THE TRADER Office, 13 Adelaide St. East, Toronto.

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A GOOD JEWELRY BUSINESS FOR SALE in one of the best towns in Canada. Everything in first class shape. A good Watchmaker with a small capital can make a good investment. For information apply to A.J., care THE TRADER Office, 13 Adelaide St. East, Toronto.

NOTES AND COMMENTS.

THE case of E. & A. Gunther against C. W. M. Hughan of Bowmanville, for obtaining goods from the nunder false pretences has been thrown out of court, the grand jury after hearing the evidence returning "no Bill."

THE commercial travellers are petitioning the St. John, N. B. corporation, for the return of their license money paid under the by-law which the Dominion Supreme Court recently declared *ultra vires*.

THE Hudson Bay Company are hauling coal from the Imperial drift on the Saskatchewan to their sheds at Fort Edmonton, which is taken out of the mine at the rate of a ton per day for each man employed, and costs \$4.50 per ton laid down in the Fort.

WE understand that C. W. Hughan of Bowmanville, jeweler, who recently made a compromise of 25 cents on the dollar with his creditors, has borrowed the money from a relation and paid off all the claims. We trust that his experience will not be thrown away.

MESSRS. J. B. WATSON & Co., hardware dealers in Strathroy, compromised with their principal creditor, Messrs. J. Proctor & Co., about a year ago. The firm did a good business, are honest, but are getting behind and will likely assign. The creditors do not expect a large dividend.

As showing the extraordinary increase in the value of land in the business parts of Toronto, it may be mentioned, that Mr. Bostwick the owner of the acre of land at the south-east corner of King and Yonge Streets purchased it for \$350, and at present he derives from it the yearly income of \$12,000 for ground rent alone.

PEOPLE in Simcoe are wondering at the failure of James A. Lyons, a dry goods merchant there, with large liabilities. It appears that Lyons father and brother-in-law have obtained judgments against him for several round sums. Other creditors, considering such claims fraudulent, have had Lyons examined before the Master in Chancery, and will carry the investigation to Toronto Courts.

A short time ago the traveller of a well-known wholesale house in London called on a Glasgow trader for the usual annual account. With much apology that gentleman professed his inability to pay, but offered a bill at three months in place of the ready cash. After some demur this was accepted, and the necessary document drawn up and settled. Said the debtor: "Noo, my laddie, that's finished. I'll discount it for ye if ye weel." And the bill was discounted.

PETER MULLARKEY, a commercial traveller, of Montreal, has been remanded to gaol at London as a dangerous lunatic. He registered at Tecumseth House as T. Johnson, of Toronto, and labors under the hallucination that the proprietors of the Royal hotel, of Hamilton, are after him for some purpose or other. He was just on the point of jumping out of a second storey window of the Tecumseth when he was caught by one of the attaches of the house.

FLITMANN has discovered that by adding one-eighth of 1 per cent of magnesium to fused nickel or cobalt, these metals, whether cold or hot, are capable of being easily forged or rolled into sheets. Cobalt alloyed with magnesium becomes very hard, and when polished, surpasses nickel in lustre and whiteness. Both the cobalt and the nickel, treated as above, remain untarnished when exposed to the atmosphere, and when cast in moulds have the same properties as cast steel.

It is stated on pretty good authority that the Hon. James Patton has received the appointment of Collector at the Port of Toronto. Some of the dailies are finding fault with Mr. Patton because he is not a commercial man, and think he is not qualified for the position. Our opinion is that if he can write his own name legibly, he will do fully as well as the late collector, as the work is really all done by assistants. The main want seems to be honesty, not ability.

A proposition has been made from the American Postal department to Canada that the postal arrangement between the Dominion and the United States be changed so as to provide for forwarding letters from either country to the other although they may not be fully prepaid. This would be a great improvement on the present system, which requires full prepayment, working inconveniences and even losses where omissions to prepay fully occur either from accident or ignorance of the requirement. It is suggested that under the proposed change deficient postage may be collected and retained by the country where the delivery is made.

ACCORDING to a Sheffield paper a very fine preparation for making steel very hard is composed of wheat flour, salt, and water, using say, two teaspoonfuls of water, one-half a teaspoonful of flour and one of salt. Heat the steel to be hardened enough to coat it with the paste by immersing it in the composition, after which heat it to a cherry red and plunge it into soft water. If properly done, the steel will come out with a beautiful white surface. It is said that Stubbs files are hardened in this manner.

CURIOUS MOTTOES.—The trade mottoes of some of the London associations are curious. The blacksmiths, for instance, have "By hammer and hand all arts do stand," the distillers, "Drop as rain, distill as dew," the founders, "God the only founder," the innholder, "Come, ye blessed, when I was harborless ye lodged me," the joiners, "Join loyalty and liberty," the saddlers, "Hold fast, sit sure," the weavers, "Weave truth and trust," and the needle-makers, "They sewed leaves together and made themselves aprons."

THE men employed at Krupp's manufactory are working night and day in supplying orders for large guns abroad. Roumania has ordered 100, Greece, 700, Sweden, 50, Holland, 120, and Italy, 400. In the presence of facts like these it is difficult to perceive from which direction the millenium is approaching. It looks very much as if the blast of war's great organ would shake the skies for a considerable time to come, unless, indeed, the planets are really engaged in the mean designs against the universe with which some people discredit them.

SMUGGLING across the boundary line that exists only in the air is easy, a fact which the Manitoba people seem to appreciate. So many goods have been brought into the Province of late without payment of Customs duties that Government have thought it necessary to appoint spies, who will watch Canadian visitors to St. Vincent and Pembina. Honest traders will scarcely be pleased at being dogged as a consequence of the tariff that puts a premium on smuggling, and the spy system will not hinder the illegal operations.

JOHN OVENS, of Galt, a young man who has been in the jewelry business in that place for the past five years, has just furnished another proof that it requires more than simply opening a store and hanging out one's shingle to ensure success. Although there was a good opening for his business, his capacity was insufficient, and this combined with idle habits and lavish expenditure has brought him to grief. We understand that the estate is being sold by the Sheriff on an execution of the Wilkes estate. It is not probable that the unsecured creditors will get anything out of it.

MESSRS. BRONSDON, STEWART & CO., in the paint and oil trade in this city recently dissolved. Mr. Bronsdon retiring, and Mr. Stewart purposing to continue a partner having offered who would supply additional capital. It now appears that the condition of the business proved upon investigation, to be less favorable than Mr. Stewart had supposed, and the intended partnership was not carried out. The liabilities are \$22,000, almost all in Montreal and Toronto, while the assets are just about an equal figure. Under these circumstances, a

meeting of creditors was called for the 10th instant, when an offer of 75 cents in the dollar was made by Mr. Stewart, who is to be allowed some days to find security for it.

A PECULIAR case of business difficulty is that of Mr. Robert Balfour, a general merchant of good business ability and repute, in Port Colborne. The new Welland Canal passes by his shop door, but so close to it that the front entrance is utterly blocked, and resort has to be had to the back door, which is far from convenient. This objection had a serious effect on his business which has fallen behind, necessitating his asking indulgence from his creditors. He now offers 70 cents in the dollar, in 3, 6, 9 and 12 months, and to give his creditors half the amount he shall receive as compensation upon a claim made for the injury done him by the canal. He would seem to be entitled to be compensated by the Government, and creditors here are disposed to accept his offer.

THE ground taken by Mr. Blake on the Toronto Customs collectorship question, when it was up in the house the other day, was, that, as the office had been vacant for a year, either a collector is unnecessary or the been is not efficiently performed. The Minister of Customs intimated that the Government would fill the vacancy as soon as it thought it necessary to do so, from which it may be assumed that the necessity has not yet pressed itself upon the Government. The office has been vacant over twelve months. It seems to us that if the present staff be sufficient to transact the business to be done for that length of time an additional official is unnecessary. It is evident that the place is kept warm for somebody in the favour of the Government, or it would have been filled long ere this.

A GALVESTON clerk recently went to his employer, Old Twopercents, and said to him,—"My uncle has arrived from the interior to spend Mardi Gras, and I would like to be excused from the store for a few hours, just to show him our Cotton Exchange, our harbor improvements, particularly those on the bar, and a few other natural advantages." Old Twopercents got as mad as mischief. He scolded, stamped his foot, and bawled out—"Your pishness is in de store. You choost go away from de store and I docks your wages on de spot. You and your uncle can go to the devil tegoder." "I am sorry," responded the clerk, demurely, "but if I don't see him he may buy his goods of some other house. He usually buys about \$10,000." "Is dot so?" said Old Twopercents, smiling a smile saints might have envied. "Vy didn't yer tols me before, so I could meet him at the depot ven de train came in?"

A LARGE concern in London has stopped payment. Messrs. T. & J. Thompson began the hardware business in London as long ago as 1851 with a capital of £5,000. The business was managed by Thomas, John at that time keeping a store in Colbourn. In those days the firm affairs were conducted with a good deal of energy and good progress was made. In 1867 they claimed to have a surplus of \$50,000 and in their estimate this sum had increased in 1875 to \$80,000 or \$90,000. Since that time the firm's business and capital have decreased. Their account has been considered slow and un-

satisfactory for several years past. No doubt they suffered heavy losses a year or two ago by the shrinkage in value of iron, besides which bad debts had sapped the vitals of the concern. A short time ago one of the firm went to Montreal to get an extension of three months but this was refused by the principal creditors. A surplus of \$35,000 to \$40,000 is still claimed above mortgages of \$5,000. Nothing short of new management can put the business upon a prosperous basis.

THE Northern Pacific Railroad has passed into the hands of a new syndicate, at the head of which is Henry Villard, of New York. President of the Oregon Railway and Navigation Company. This syndicate has purchased \$25,000,000 N. P. shares, at an average of 38 for common stock and 60 for preferred. Along with Mr. Villard are Geo. M. Pullman, of New York, and William Endicott, Jr., of Boston. For a wonder, neither Vanderbilt, Gould, nor Sage has a finger in this pie. Mr. Billings of Vermont, the present manager of the road, will, it is thought, retire voluntarily at the next annual meeting in September. The object of the Villard movement was to stop the construction of the Northern Pacific along the north shore of the Columbia River, and to maintain the present monopoly of Oregon traffic possessed by the syndicate. It is expected that the line will be running through from Lake Superior to the Pacific in January, 1884.

A FORTNIGHT ago O. P. Genereux, of Uxbridge, obtained a settlement at 30 cents in the \$. As one result of this achievement (which is surely not a thing a merchant of right feeling should be proud of) he issues a flaming hand-bill offering "GROCERIES at wholesale prices, DRY-GOODS at a discount, BOOTS, SHOES and ready made CLOTHING bound to be sacrificed. The goods must be sold, no matter at what loss." The word "sacrifice" is rightly used in the connection. Not only are the goods named being sacrificed in such a case as this, but the man's creditors, his neighbor merchants, and his own credit are being sacrificed. We are not surprised at the resolve of one dealer in Uxbridge who writes us "Wholesale merchants who are parties to such settlements do not deserve the patronage of honest dealers, and I am determined that in future they may save themselves the trouble of calling on me." This resolve is at any rate a lever which retail dealers might make effective in the lessening of compromises.

THE decision in the Dwight insurance case is to the effect that it is not imperative on the part of an applicant for insurance on his life to define his exact condition of health. The New York Court of Appeal holds that the burden of discovery rests entirely with the medical examiner. There are so many loopholes in insurance policies through which a company can escape the payment of the insurance money, if it be so minded, that the public always sympathises with the claimant as against the company. It seems reasonable to hold that unless the medical examiner can discover by an examination whether a man is a good subject to insure or not, you might just as well dispense with examinations. On the other hand, it is apparent that a man may inherit tendencies to disease which no medical examiner could possibly discover.

One effect of the decision will be to make medical examiners more careful in doing their work and the companies more explicit, if that be possible, in extracting answers from the applicants.

THE want of some sort of legal machinery in the Province of Ontario, to protect creditors from the machinations of fraudulent insolvents, is illustrated in the case of W. B. Jones & Co., of Oxford Mills. Since then, Jones is reported to have absconded; and though his insolvency has been notorious for nearly two months past, the creditors have been powerless to act. They have endeavored to get him to meet them and make some offer, but he hoodwinked them with specious promises, and has utilized the delay thus gained by having suits entered against himself by relatives. His father, whom he succeeded, and who apparently has some claim on the business, is now understood to hold a judgment for \$5,000 or \$6,000, which will more than cover the available assets. Strenuous efforts have been made within the last few weeks to realize upon the goods and outstanding debts, and the stock, which was roughly valued at about fifteen hundred dollars, five or six weeks ago, by an accountant who went up in the interest of Montreal creditors, is now stated to be reduced to \$300 or \$400. Local rumor has it that Jones has left for the Pacific coast, and creditors have very little prospect of getting one cent. In the Province of Quebec the law is such that a seizure before judgment can be taken in any case similar to this, but in Ontario there is no provision offering protection to creditors.

THE trade of Ontario and Quebec with Manitoba has reached very considerable proportions, as the following figures, which we find in the *Winnipeg Free Press*, show statement of values of merchandise imported from the other Provinces, on which duty was paid or which were manufactured in Canada. Machinery, Hardware and Leather are the only items in the list which do not show increased values. The total increase for the month of January is 21,268 or over thirteen per cent. Taking the figures for six months ending January, we find an increase in every named department, the total increase being 78 per cent. as under:

	From 1st July 1880, to 31st Jan. 1881.	From 1st July 1879, to 31st Jan. 1880.
Machinery ..	\$ 327,988	\$ 87,334
Groceries ..	496,764	335,486
Hardware,	283,539	120,593
Dry Goods, ...	495,529	297,907
Leather,	135,918	76,701
Liquor,	29,892	21,487
Effects,	333,260	121,649
Not mentioned,	264,667	271,256
Totals.	\$2,367,566	\$1,332,413

BUSINESS CHANGES FOR MARCH.

Phillips & Bro., tins, Castleton, removed to Colborne; Thos. Martin, tins, Elora, burned out; W. H. Bryan, stoves and tins, Newmarket, sheriff in possession; Radigan & Cooper, tins and hardware, Arthur, have sold out to C. Martin and James Mule; T. & J. Thompson, hardware, London, have assigned in trust; Geo. A. White, hardware, Trenton, sold out to G. Mowat; Bronsden, Stewart & Co., paints and oils, Toronto, compromised; J. H. Jacobs, tins and hardware, Brighton, advertises business for sale; W. R. Whitlaw, tins, Cobourg, burned out; Robert Moore, hardware, Simcoe, going out of business; Wicks, McNaughton & Co., electro platers, Guelph, removed to Fergus; Betram & Co., hardware, Peterboro', dissolved, Alexander retiring, John Betram continues; Pickle & Jeeves, hardware, Waterford, dissolved, E. H. Jeeves continues; Ontario metallic spinning Co., Woodstock, dissolved, John Forest retires, style unchanged; J. B. Watson & Co., hardware, Strathroy, compromised; John Owens, jeweler, Galt, sheriff in possession.

R. C. McLEAN,

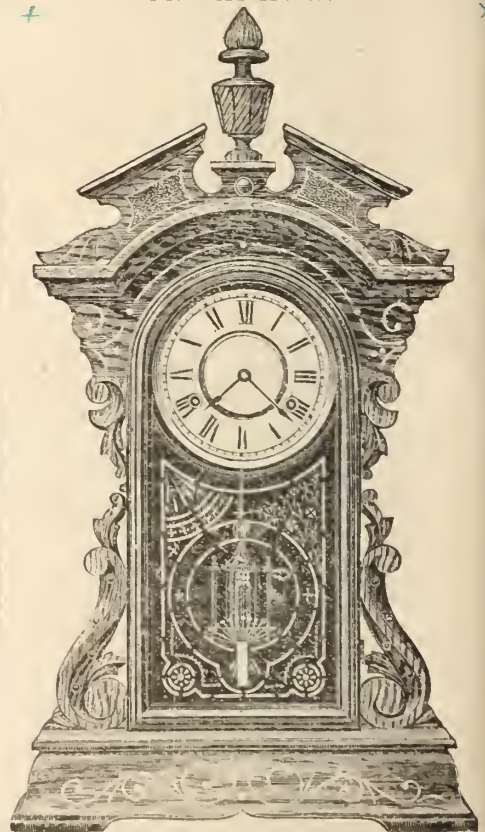
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I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

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I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

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Sole Agents for **SETH THOMAS CLOCKS,**
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THIS old established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts., overlooking the Bay of Toronto, and being only one block from all of the R.R. Depots and Steamboat Landings.

This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Bilhard and Sample Rooms.

From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.

ATWOOD & BINGHAM, PROPRIETORS.



ATTENTION!

Our Spring Stock is now complete and consists of

English and American Jewelry,

Swiss & Waltham Gold and Silver

WATCHES,

Spectacles,
Silk Guards, &c.

Prices Low for Cash.

J. Segsworth & Co.

23 SCOTT ST., TORONTO.

W. M. COOPER,

Manufacturers' Agent and Dealer in

Guns, Rifles & Sporting Goods

OF ALL KINDS.

29 KING ST. WEST, - TORONTO.

The above cut represents the new "Scott-Field" Rifle, manufactured by W. & C. Scott & Sons, Birmingham, England, for general sporting purposes. This Rifle has the "Field" patent action, which is considered by all sportsmen who have seen it to be the best ever invented. The fact that Messrs. W. & C. Scott & Son and John Rigby & Co., of Dublin, have adopted the "Field" action for their new sporting and Targa Rifles, is proof positive that in the opinion of these celebrated gun makers the "Field" is superior to all other actions now in use. The "Scott-Field" Sporting Rifle is 41 in. length up to 300 yards, and can be had either with plain or pistol grip stock. No Rifle in the market can approach it for accuracy, convenience, durability and safety. Sole Agent for Canada

W. M. COOPER, - - - TORONTO.

A Large Assortment of "Scott" and "Greener" Guns kept constantly on hand.

THE
'Commercial Traveller'
AND
'Mercantile Journal.'

The only Organ of the Commercial Man in Canada.

Published monthly at \$1.00 per year in advance.

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Inscriptions, Monies, Crests and Monograms designed and engraved in first-class style. Terms Cash.

INSTRUCTION GIVEN.

A. KLEISER,

IMPORTERS OF

Watchmakers' and Jewellers'

TOOLS,

French and American Clock materials. Stem Winding and all other Wheels cut to order Watch repairing for the trade.

A large stock of Swiss and American Main Springs and flat Watch Glasses for American Open Faced Watches.

Nickel & Dust Proof Keys. Price and Sample sent on application.

No. 14 King St. East,

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A. C. ANDERSON & CO.

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TOOLS, MATERIALS

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Look out for our New Price List of Jewellery Tools, Materials and Trade Work. Most complete one published in Canada. Sent free on application.

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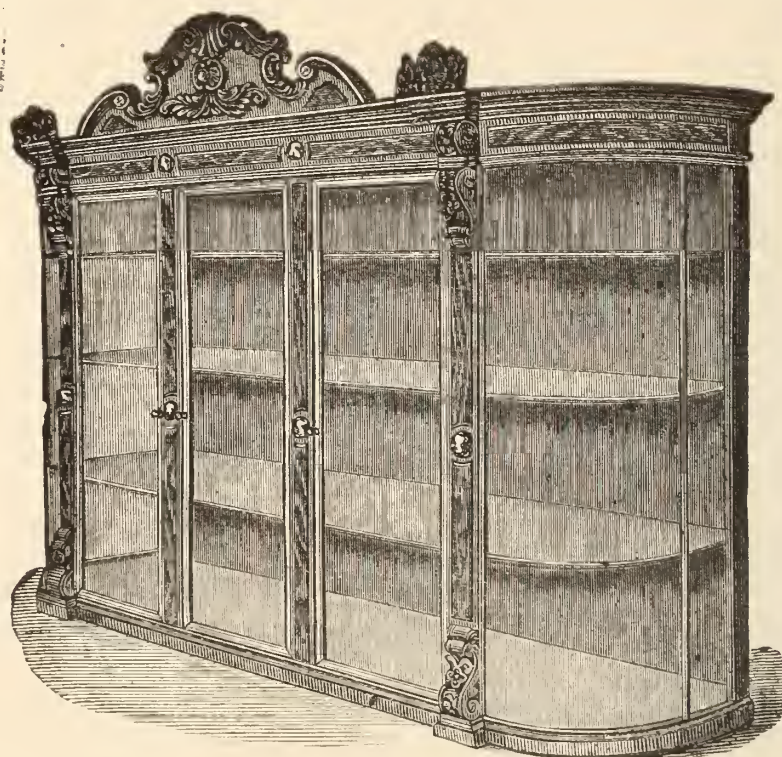


The "Scott-Field" Sporting Rifle.

ESTABLISHED 1859.

W. MILLICHAMP & CO.**29 TO 35 ADELAIDE STREET EAST,
TORONTO.**

SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

W. MILLICHAMP & CO.

FINE GOLD

FINE SILVER

INTERIOR OF OUR MANUFACTORY.

CLOCKS!

WATCHMAKERS TAGS

1000 BEST POST PAID. \$1
5000 " " " 4
LONDON CARD CO. LONDON, ONT.

—AND—

Head quarters for all kinds of Electro-Plated Ware, such as Spoons and Forks, Butter Knives, Pickle Forks, Cruets, Cake Baskets, Card Stands, Pickle Frames, Berry Bowls, Childs' Cups, &c. We guarantee to meet any honest competition.

SPRING TRADE, - 1881.

We have pleasure in informing the Trade, that our Mr. LOWE has lately returned from the United States Factories, where he has spent several weeks in selecting what is probably the largest and best assorted stock of American Jewelry ever imported into Canada.

The extraordinary demand for goods last Fall, left us with but little stock on hand, so that we were in an excellent position to purchase the novelties that were being put upon the market, for the present season's trade. Our stock will be found more than usually attractive, and will amply repay the inspection of any intending buyers.

In addition to our immense Stock of American Jewelry, we have also to hand several consignments of English Bright and Coloured Gold, Imitation Jet, Black Garnet, and Real Jet Jewelry all of the latest designs.

As usual our Stock of Electro-Plated Flat and Hollow Ware, is fully equal to the requirements of the season, and we are prepared to execute any orders in this line promptly and satisfactorily.

Our Travellers are now upon the road, and we bespeak for them the kind consideration of the Trade generally. In all cases we guarantee to meet any honest competition and give satisfaction.

ZIMMERMAN, McNAUGHT & CO.,

56 YONGE STREET, - TORONTO.

\$50.00 REWARD!

It having come to our knowledge that imitations of our justly celebrated "Sheffield Sterling" Spoons and Forks are being put upon the Canadian Market, we desire to notify the trade that we have registered the name "Sheffield Sterling," as our Trade Mark, in the office of the Hon. the Minister of Agriculture at Ottawa, (No. 1421), and that any person found guilty of illegally using the aforesaid Trade Mark, or vending any imitation, is liable to prosecution for misdemeanor.



The test of ACTUAL WEAR has proven that our genuine Sheffield Sterling Goods are the best unplated Spoons and Forks ever offered to the public of Canada, and their Trade Mark has become valuable as a recognized guarantee of superior excellence of quality and finish. In order to protect the Trade from the worthless imitations of our goods that are being imported into this country, we are prepared to offer the above reward for the conviction and punishment of any person illegally using the above Trade Mark or vending imitations of our goods. All our unplated Spoons and Forks are stamped "Sheffield Sterling," "Crown S or X," and every dozen is wrapped in a special guarantee wrapper. For sale wholesale only, by the Company's Canadian Agents,

ZIMMERMAN, McNAUGHT & CO.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, MAY, 1881.

NO. 9



LEE & CHILLAS,
4 WELLINGTON ST. WEST,
TORONTO,



Beg to announce that they now have on hand and are ready to furnish in Silver and Gold cases, in all desirable styles, both Hunting and Open-Face, (the latter with Patent Screw Bezel, Dust-Proof or Patent Jointed Bezel), the well known Watch Movement, made by the American Watch Co., of Waltham, Mass., named

"RIVERSIDE."

This is the Movement referred to by Mr. Ed. Favre Perret, the Swiss Commissioner to the Centennial Exhibition, who bought one for his own pocket, and in his celebrated speech, commented upon its qualities as follows:

"Here is what I have seen, gentlemen! I asked from the Director of the Waltham Company a watch of the fifth grade. A large safe was opened before me; at random I took a watch out of it and fastened it to my chain. The director having asked me to let him have the watch for two or three days, so as to observe the motion, I answered, 'On the contrary. I persist in wearing it just as it is, to obtain an exact idea of your manufacture.' At Paris I set my watch by a regulator on the Boulevard, and on the sixth day I observed that it had varied 32 seconds. And this watch is of the fifth American grade. At my arrival at Loce, I showed the watch to one of our first adjusters, who asked permission to 'take it down'—in other words to take it to pieces. I, however, wished first to observe it; and here is the result which I noted: hanging, daily variation, $1\frac{1}{2}$ seconds; variation in different positions, from 4 to 8 seconds; in the 'heated room' the variation was very slight. Having thus observed it, I handed the watch to the adjuster, who took it down. After the lapse of a few days he came to me and said, word for word: 'I am completely overwhelmed; the result is incredible: one would not find one such watch among fifty thousand of our manufacture.'

"This watch, gentlemen, I repeat to you, I took at hazard—out of a heap, as we say. You understand from this example, that the American watch may be preferred to the Swiss. I have finished, gentlemen, and I have told you of things such as I have seen them."



LEE & CHILLAS,
TORONTO.



P. W. ELLIS & CO.,

No. 31 KING ST. EAST, TORONTO,

Manufacturing Jewelers, Watchmakers Engravers, Importers & Jobbers.

AMERICAN JEWELRY,

**Watchmakers', Jewelers' and Engravers' Tools,
Materials, Lathes and General Supplies.**

SILK GUARDS, SILK ALBERTS, DIAMONDS, REAL & IMITATION STONES.

IMPROVEMENT OF MANUFACTURING FACILITIES.—We beg to announce, that in consequence of the constantly growing demand for our goods, we have again largely improved our facilities for manufacturing by addition of a Gas Engine running all machinery by Power, also have added several improved appliances to aid us in our finishing department which will enable us to have all work finished equal in every respect to anything produced.

ELECTRO PLATING AND GILDING.—We have just brought out from Birmingham a most experienced hand well versed in all branches of Electro Plating, Gilding &c., and, are now prepared to do work in that line in first-class style and at the lowest rates. As to Electro Silver Plating large articles we intend shortly to complete arrangements so that we will be prepared to solicit orders in that line as well.

GOLD CHAINS.—Our facilities now for production of Chains in every line in 10 and 15 kt. standard qualities is as perfect as machinery and skilled labour can make it. We have brought to our factory at considerable expense a first-class designer of patterns so that henceforth our goods will possess an entire originality of our own. All patterns for Spring Trade entirely new, many designs are very elegant; our prices will be the same rate per cwt. for any design desired. **All Qualities Guaranteed and Prices the Lowest.**

AMERICAN JEWELLERY.—Our Mr. M. C. Ellis has just returned from New York, Providence and Attleboro Markets, where he has taken much pains in selecting the latest and newest goods to be found, all goods have been purchased for Cash thus commanding the closest prices in every line. Our stock is complete in Vest, Neck, and long Rolled Plate Chains, quality guaranteed, the best made same in Fire Gilt chains, also Bracelets, Locketts, New Acme Sleeve Buttons the latest improvement over the separable, Charms, Seals, Scarf Pins, Lace or Shawl Pins, Broaches, Earrings, Sets, Electro and S.S. Goods, and obtained sole control of the finest Onyx and imitation Onyx goods produced. Circulars will shortly be sent of the New East Lake Designs. Our stock of novelties in every line is very choice.

TOOL AND MATERIAL DEPARTMENTS.—We have just received the largest importation direct from Switzerland in this line ever brought to Canada, our stock will be absolutely complete in every department comprising the most complete stock of Silk Guards, Alberts, in pure Silk, Silk and Woollen, and Mounted Guards, also the only line of pure Woollen Guards in this market. White Metal Alberts in great variety, Morocco Cases from cheapest to most expensive goods for Rings, Sets, Locketts, Earrings, Broaches, Necklaces, Scarf Pins, Buttons Bracelets, Suits and Watches.

Our new improved Swiss Foot Lathe on the American principle, Nickel Plated with attachments for everything in Watch-making and at prices beyond competition, we have sole control in Canada for these goods. Universal Lathes 5 actions, slide rests and improved Cutters, Rounding Machines, improved Jacot Lathes to work with hand, and an endless variety of new tools of every description all Nickel Plated specially to Order. In Glasses we are complete in 1-16 and $\frac{1}{4}$ sizes of improved quality very fine. Concaves, Mi-concaves, Bulls Eyes for Verge Watches, high lunettes and demi-dial. Our Stock is now without exception the largest and finest ever held in Toronto.

Our Mr. M. C. and C. S. Ellis, will immediately visit all our Customers East and West with such stocks as will well repay their waiting.

THE TRADER.

TORONTO ONTARIO MAY 1881.

Sent free to every Jeweller and Hardware Merchant in the Dominion of Canada

Advertising Rates.

Full Page \$20 00 each issue.
Half Page 12 00
Quarter Page 8 00
Small Advertisements 5 cents per line

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.

No 13 Adelaide Street East Toronto Ont.

PROGRESS

It is now nearly two years since the publishers of THE TRADER issued the first number of this journal, and as our readers can fully attest its career has ever since been one of constant and successful progress. Aiming to occupy a sphere at once original and unique in commercial journalism, it was not without a good deal of hesitation that we launched our enterprise upon a plan which old and experienced journalists had pronounced impracticable.

Experience, however, has demonstrated the practicability of our theory, and as a result, we this month for the first time, present our readers with a sixteen page paper, which is exactly double the size of our initial number, and which in typographical work and general excellence, is second to no paper of its kind published in this country.

So far as we know, THE TRADER is the only paper that reaches every hardware dealer and jeweler in Canada, and as a consequence its columns have been largely used by enterprising wholesale dealers as a sure and inexpensive means of communicating with the retail trade. In fact, the pressure which has compelled us to double our original size is ample proof that by our system the advertiser gets the maximum of advertising at the minimum of cost.

We are glad to know that we have the hearty sympathy and co-operation of the retail trade of this country, and that the views enunciated by us upon trade questions has met with their general approval.

In the future as in the past, we shall be thoroughly independent in the discussion of trade questions, and shall not

hesitate to say what we believe to be right, no matter whose corns are hurt.

We shall at all times be glad to receive communications on trade questions, and our columns will always be open for the free discussion of subjects that will tend to advance sound business principles and elevate the standard of commercial morality.

THE WATCH COMPETITION AT MELBOURNE.

We are pleased to learn from our Australian correspondent that Mr. D. D. Manson, agent for the American Watch Co. at the Melbourne Exhibition, Australia, has again succeeded in carrying off the honors in horology from all competitors, after a hard and determined fight. Out of the seventeen judges only one was American, the rest representing England, Switzerland and Germany. The competition was much keener than at Sydney, there being 32 exhibits from Switzerland, 4 from England, 1 from Germany, and 14 from France, America being represented by the American Watch Co. only. From what we can learn it appears there was a combination on the part of the exhibitors of the four European countries for the purpose of getting ahead of the States, and from the way in which they carried out the programme it was evident that they cared little who amongst themselves won, provided the machine-made watches of America were beaten.

The result, however, proved once again the superiority of mind over matter, and added another proof, if any were needed, to the assertion that for the money, American machine-made watches are the best value in the world. So evident was this that in spite of all opposition, the American Watch Co. again received the highest award, securing the only two first prizes given for horological exhibits. Mr. Manson deserves great credit for the able manner in which he represented this important branch of American industry.

CANADIAN BANKRUPTS.

The returns furnished by the Mercantile Agencies showing the total number of bankruptcies in the Dominion of Canada for the quarter ending March 31st, 1881, would be sufficient to prove that we are enjoying more prosperous times, even if the improvement were not otherwise visible.

The following table shows the number

of failures in Canada for the first quarter of each of the past four years, together with the amount of liabilities:

Quarter ending	No. of Failures	Total amt' Liabilities
March 31st 1878	555	\$9,100,929
" " " 1879	631	11,618,697
" " " 1880	503	4,816,277
" " " 1881	166	2,026,556

From the above figures it will be readily seen that as far as figures prove anything, the country is steadily advancing in prosperity. The failures are less than one third in number, and one half in amount of those for last year during the same period of time.

It is a somewhat singular thing that while the bankruptcies in Canada have been steadily decreasing during the past two years, those of the United States shew a marked increase in the last quarter, the figure being \$21,417,250, for the first quarter of this year, as against \$12,777,074, for the corresponding quarter of last year. While Canadian bankruptcies have decreased over fifty per cent. those of the United States have increased in almost as great a ratio.

If these figures indicate anything, it is that Canada is at the present time in a sounder and more healthy financial condition than the country across the border, a fact, which should not only be gratifying to our national pride but encourage us to work more earnestly for the development of our country.

WATCHMAKING IN AMERICA.

Probably amongst the whole range of American industries, there is none that has overcome so many and such formidable obstacles, and achieved such unparalleled success as that of watch making.

Thirty years ago, watch making was practically an unknown industry on this side of the Atlantic, and the great manufacturing countries of England, France and Switzerland had obtained such a control of the trade as to make it highly improbable that any other nation could ever hope successfully to compete with them in the open markets of the world.

To-day, thanks, mainly, to the wonderful ingenuity displayed by American inventors, and the gigantic combinations of capital, by which full scope has been given to their labor-saving machinery, the watch making industry of America has not only captured the markets of this continent, but has proven itself a formi-

dable competitor in the home markets of European manufacturers.

That American Watch Companies should have been able to control their home market was little to be wondered at, considering the high protection that their manufacturers received from the revenue; but that they should have been able to take almost complete possession of a market like Canada, where they were forced to compete against European products without any advantage whatever argues the possession of unquestionable superiority on the part of their products.

Twenty years ago the Canadian market was supplied entirely by English and Swiss makers; to-day the English watch is almost unknown, and with the exception of a cheap class of gents silver and ladies gold watches of Swiss manufacture, this market is entirely supplied by goods produced in American factories.

There is a reason for this, and it is not far to seek: *the American watch is, beyond doubt, the best article of its kind in the world for the money.* To this reason, and no other, do we attribute the wonderful success of the American Watch in this country.

The usual description of American watch sold in this market has been the eighteen, or men's size, full plate watch, and in appearance presents such a contrast to either the English or Swiss pattern that this grade has come to be popularly regarded as the representative type of this American manufacture. The finer grades of American Watches, however are made after an entirely different model, and are commonly known as three-quarter plate movements, but this grade of watch on account of its higher price has not come into common use amongst the Canadian trade.

It is conceded by almost all watch makers of note that these three-quarter plate watches are capable of standing more rough usage with less injury to their time keeping qualities than any other kind of watch now in use, and for this reason they are specially adapted for use on railways and other places where a watch is expected to maintain a good record in spite of decidedly unfavorable surroundings. The tendency of manufacturers of late years has been in the direction of this model, and it is hardly premature to point to it as the coming watch of the future, and predict for it an almost complete monopoly when American ingenuity has been enabled to

place it upon the market at about the same price as the full plate watches.

Another noticeable change in the manufacture of American Watches, is in the direction of stem winding instead of key winding watches. The advantage of a stem over a key wind watch is so apparent even to a novice, that the only wonder is that the latter can be sold at all; we suppose the main reason why they still keep their hold on the market is because they come lower in price, but this trifling advantage is fast being overcome, and soon the difference in the price of key and stem winders will be so small that the former will be driven to the wall and become a thing of the past.

Of the future of this industry it is hard to predict with certainty, but it seems highly improbable that after having obtained the commanding lead they now hold, American manufacturers would allow themselves to be distanced in the quality or price of their products. In our next issue we propose giving a sketch of one of the most enterprising of the American watch factories, and of one of its principal promoters who has probably done more than any other man in America to bring this industry into the prominent position it now occupies.

A RELIC.

Search the wide world over, and probably you will find no more enlightened and liberal country than this Canada of ours. We boast of our liberty, social, political and religious, and we point with pardonable pride to the many excellent and just laws that from time to time have been placed upon our statute book; but it is somewhat singular that in this age of enlightenment and progression, and in contra distinction to the just and liberal laws of which we boast, that we should allow to exist, without fear of being disturbed, such an unjust and antiquated relic as the present Landlord and Tenant Act.

Although attention has time and again been called to this legal monstrosity, there seems as yet to have arisen no politician with sufficient public spirit or sympathy with the masses, to inspire him in attempting to find a remedy either in its amendment or repeal.

We have no wish to be considered Socialistic in our sentiments, or to advise in any shape whatever, what might be construed as an injustice to a large

and very worthy class of our citizens; but with all respect for their rights, we do not hesitate to say that a more unjust and iniquitous law never existed, and that it is a disgrace to our country to see it on our statute books. It is a relic of feudalism, and has about it a spice of the good old times when the landlords or owners of the soil was the only class that could be supposed to have any rights worth fighting for or legislating about. Time and enlightenment have materially changed these ideas, but this law still remains among us to mark the justice and wisdom of our ancestors, and our own folly.

The landlord is not only a preferential creditor, but he is to all intents and purposes a whole court in himself. Of his own will he can issue warrants, cause his bailiff to seize and levy upon the goods and chattels of his tenants, or follow and recover such property if removed before his claim is fully satisfied. We deem these powers not only arbitrary but unjust. Why should the landlord who risks only the interest on his money have such special legal powers given him for collecting this preferential claim of his, while the merchant, who risks not only his interest but his capital as well, has to stand quietly by and be content to take what is left after his lordship has been satisfied? If a landlord rent a store to a tenant, and that tenant through insolvency becomes unable to pay his rent, all that the landlord could lose if it was never paid, would be the amount of the rent, or in other words, simply the interest on his money invested in the property. The tenant could not run away with his property or sell it, or affect it in any way to the detriment of his landlord.

The case of the merchant is almost the opposite. He sells this tenant merchandise on credit, and before the note matures, the tenant becomes insolvent; in such a case he not only stands to lose the interest on the capital invested in the merchandise sold to the tenant, but also the principal itself. In some cases even his goods are sold in order to satisfy the landlord's claim, and he cannot prevent it in any possible way.

In our opinion, as against the landlord the merchant creditor is a very badly used man. His customer may run away with his goods, sell them to other parties beyond any hope of their recovery, he has to take all this risk, but the landlord although standing to lose only the inter-

est on his investment, is protected by law to the very fullest extent. In the eye of the law the interest on the landlord's capital is a much more valuable consideration than the capital and interest combined of all his other creditors. If this is not an injustice we would like to know what is.

The true remedy for this state of affairs would be to make the landlord rank the same as any ordinary creditor. By doing this he would be in no worse position than any other creditor, and if he even lost his rent, he would, as we have before pointed out, only have lost the interest on his investment. There would, however, be no need for this, the effect here would be the same as it is in the United States, where this law has been in force for years; the landlord would either get his rent paid in advance or have himself secured from loss beyond a peradventure. So far as the landlord is concerned, he would not suffer any serious loss or inconvenience by being placed on a fair footing with the other creditors, while any ground of complaint regarding the injustice of the present law would be thus entirely swept away.

As a matter of fact the present law is not only a relic of a by-gone age, but a premium upon unbusiness like habits on the part of landlords, who know that they can at any time step in ahead of all the other creditors and easily secure themselves. Surely some of our politicians ought to have sufficient courage to bring this matter up in the House, and at least have it thoroughly ventilated if it cannot be amended.

Selected Matter.

THE COMMERCIAL TRAVELLER.

ON A COURTEOUS RECEPTION.

The importance and value of a courteous reception to all commercial travellers is by no means as generally appreciated as it should be. Many dealers grow very impatient at interruption of this kind, and from thoughtlessness—we are sure it can merit no harsher name—greet travelling men with coldness, if not absolute rudeness of manner. This is altogether a mistake. A courteous reception should always be shown to the travelling salesman from the houses which carry your line of goods. There are several good and sufficient reasons

by which we can support this assertion.

In the first place, then, these men are human, and appreciate human kindness. In knocking about the world and finding much selfishness and rudeness in it, and very little of the kind and unselfish Christian spirit, they have come to be very callous to coldness and unkindness; still they can fully appreciate courtesy, and will always be grateful and willing to aid you in remembrance of it.

In the second place you can learn much from travellers if you will. They bring new ideas; they go from one part of the country to the other, and it is their constant aim to keep up with the Trade fully. They are usually possessed of keen observing minds, and give you hints well worthy of adoption. Always look over their samples, take their prices, rates, etc., even though you do not require to buy just at that time. Never be too busy to do this, for by this means you are gaining information that will be of direct profit to you. You are posting yourself in styles, prices and grades; when your next purchases are needed, you will know the advantages you have gained through the traveller.

To have the good will of the commercial traveller is a good omen for any dealer. They are a class that have their peculiarities, it is true, but as a rule, they are smart, intelligent men, and walking encyclopedias in their trade. It is their capital to know all about their business, and to make friends with all. These men can help the retailer by giving him valuable information, as we have said, and also in many other ways. Their lot is a laborious one, their efforts are often but little appreciated. The retailer who remembers this, and who does what he can to make this hard lot easier, will surely not fail of his reward. — *Bookseller and Stationer.*

PERSEVERING TRAVELLERS.

Another instance of perseverance, which met with its due reward, is recorded of a sharp young fellow in the needle trade from Redditch, who waited upon a gentleman at Newark. The customer's shop had a door for entrance and exit at each end.

Harrup, the commercial, called on this worthy one day, and, after the usual introduction, the following conversation took place:

"But you are perhaps not aware, sir,

that I represent 'Savery,' the greatest needle manufacturer in Redditch."

"Yes, I am quite aware, but I require nothing in your way; besides I do with Borrell & Co., and they serve me very well indeed."

"But perhaps you will be good enough to look at my samples, sir?"

"I tell you, man, I'm quite full. You annoy me with your persistence."

"But if you were just to favor me with a look, sir, I think an order might —"

"I'll give you an order. Leave my shop!"

"Certainly, sir," said Harrup, as he at once bade the man good morning, and made a speedy exit by the lower door; but only to return and re-enter the shop by the upper door, addressing the man as though he had never seen him before:

"Good morning, sir: I have the honor of representing Savery & Co., of Redditch, in the needle trade. I hope to do a little business with you."

"Confound you, sir! you were here only this very minute!"

"Yes, sir; I then had the honor of taking a very small order from you, which I hope was duly executed to your entire satisfaction? Any favors of a more business-like and profitable nature shall have equally prompt attention."

The customer burst into a loud laugh, and the tide was turned in Harrup's favor, for the shopkeeper cleared a place on his counter for the coming patterns, and said,

"Well, you're about the most cheeky and original traveller I ever met with. But come, to reward your punctuality, I'll even give you some sort of an order."

Out came the needles and the order book, and a small order, which eventually led to larger ones, was soon booked, and the seller and the buyer parted, equally pleased with each other. To this day, these two relate the curious and original method of Harrup's introduction.

Harrup, like Johnson, the subject of our former anecdote, was an original, and depend upon it, these are the men who make the most successful commercial travellers. — *Leaves from Sketch Book of a Commercial Traveller.*

THE Knights of the Maccabees of the World, — which is the imposing name of a secret co-operative life insurance organization in Canada — met at London, Ont., last week, says the *New York Insurance Chronicle* and expelled W. D. McCloghlan, the Mac who invented the Maccabees and he now proposes to expel all the other Macs.

VICTORIA'S CROWN.

DESCRIBED BY HER MAJESTY'S MINERALOGIST.

This was made by Messrs. Rundell & Bridge in 1838 with jewels taken from old crowns, and others furnished by command of Her Majesty. It consists of diamonds, pearls, rubies, sapphires and emeralds, set in silver and gold; it has a crimson velvet cap with ermine border, and is lined with white silk. Its gross weight is 39 oz. 5 dwt. troy. The lower part of the band above the ermine border consists of a row of 129 pearls, and the upper part of the band of a row of 112 pearls, between which, in front of the crown, is a large sapphire (partly drilled), purchased for the crown by his Majesty King George IV. At the back is a sapphire of smaller size, and six other sapphires (three on each side), between which are eight emeralds. Above and below the seven sapphires are fourteen diamonds, and around the 8 emeralds 128 diamonds. Between the emeralds and the sapphires are sixteen trefoil ornaments, containing 160 diamonds. Above the band are eight sapphires surmounted by eight diamonds, between which are eight festoons consisting of 148 diamonds. In the front of the crown, and in the centre of a diamond Maltese cross, is the famous ruby said to have been given to Edward, Prince of Wales, son of Edward the Third, called the Black Prince, by Don Pedro, King of Castile, after the battle of Najera, near Vittoria, A. D. 1367. This ruby was worn in the helmet of Henry the Fifth, at the battle of Agincourt, A. D. 1415. It is pierced quite through, after the Eastern custom, the upper part of the piercing being filled by a small ruby.

Around this ruby, in order to form the cross, are seventy-five brilliant diamonds. Three other Maltese crosses, forming the two sides and back of the crown, have emerald centres, and contain respectively 132, 124 and 130 brilliant diamonds. Between the four Maltese crosses are four ornaments in the form of the French fleur-de-lis, with four rubies in the centres, and surrounded by rose diamonds, containing respectively eighty-five, eighty-six and eighty-seven rose diamonds. From the Maltese crosses issue four imperial arches composed of oak leaves and acorns; the leaves contain 728 rose, table and brilliant diamonds; thirty-two pearls form the acorns, set in cups containing fifty-four

rose diamonds and one table diamond. The total number of diamonds in the arches and acorns is 108 brilliant, 116 table and 550 rose diamonds. From the upper part of the arches are suspended four large pendant pear-shaped pearls with rose diamond caps, containing twelve rose diamonds, and stems containing twenty-four very small rose diamonds. Above the arch stands the mound, containing in the lower hemisphere 304 brilliants, and in the upper 224 brilliants, the zone and arc being composed of 33 rose diamonds. The cross on the summit has a rose-cut sapphire in the centre, surrounded by four large brilliants and 108 smaller brilliants.

ABOUT APPRENTICES.

It is unfortunate for American industry that the apprentice system has become obsolete. In the watchmaking business, for instance, it used to be that a boy went to learn the trade and was regularly indentured as an apprentice for five or seven years. For the first year he was employed mainly as a chore boy about the shop or house of the "master." He was fortunate if, in that year, he learned the names of the more important tools. The second year he would be set to filing, or performing some of the coarser work. As he showed capacity for it he was advanced by easy stages to regular work at the bench, and by the time he was out of his apprenticeship, he was a thorough workman, competent to do any work presented. If he was ambitious, he generally found opportunity to study the science of horology, and so became not only a skilled but a scientific workman. We have no such apprentices now-a-days, and, as a consequence, fewer thoroughly skilled workmen. Boys stray into the workshops by accident, and it is purely a matter of chance whether the workshop is a watchmaker's, a printing office or a blacksmith's shop. The necessity has come upon them to earn something, and they take the first opportunity that promises them a dollar or two a week, without any regard for the future, or any settled determination to master a trade. They retain their places as long as it suits them to do so and no longer. No consideration for themselves or their employer, who has paid them wages when they were virtually earning nothing, embarrasses them, but the boy that has commenced in a printing office, may at

the end of the year turn up in a hat shop or a watchmaker's. Not being apprentices, they are free to go and come, influenced by an extra dollar a week, and having no fixed purpose to learn any trade. Thus the majority of boys of to-day get a smattering of some trade, and finally pass themselves off as skilled workmen. Some of them may be experts in some specialty, but comparatively few of them are skilled workmen in all branches of the trade of which they are professed masters. There are hundreds of so called printers, who know nothing but plain type setting, that any boy of ordinary intelligence can learn in six months; they know nothing of job work, cannot run a press, and could no more impose a sixteen page form than they could reach the moon. What is true of printers is equally true of watchmakers: they have a superficial knowledge of the business, but are not to be classed as skilled workmen, familiar with all branches of the business. The watchmaker of to-day who expects a steady employment at good wages, must be competent to sit at the bench in a retail establishment and do any jobbing work that may be required, from supplying a "missing link" in a fine watch chain to soldering a pin on a new 10 carat brooch. Such workmen are exceedingly scarce, and, just now in great demand. It would be a great benefit to the jewelry trade, and, in fact, to all others, if the old apprentice system could be revived. The advantages to the present generation of boys, and to the next generation of men would be incalculable. A man with a good trade at his finger's end is comparatively an independent person, and with foresight and frugality, can readily acquire a competence. But a man without a trade or any legitimate occupation is never certain of obtaining employment, and is liable at any moment to become a soldier in the great army of tramps with which the country is afflicted. The apprenticeship system gave us good workmen, and good workmen made good citizens; the abrogation of apprentices gave us superficial workmen and thousands of men without employment.

Exchange.

Dr. R. J. Gatling, the inventor of the famous gun, was raised in a rough little log-cabin in the heart of the North Carolina backwoods. What in time became the Gatling gun is said to have sprang from a boyish attempt to make a corn planter.

"IN MEMORY OF CASH DOWN."

He is at rest. Cash Down is dead and buried, and the mourners are home from the funeral. He was a well known man, but of late years he was not half appreciated. There was a time when he stood head and shoulders above Trust and Dead Beat, but times somehow changed. Cash Down left quite a large family, who will take warning by his sad fate. He cut his life short by many years in his endeavors to keep his word and meet his pecuniary obligations, and they will not follow in his footsteps.

There was a time when Cash Down was met with a smile and a hearty shake of the hand. If he wanted his buggy repaired, the blacksmith would figure fine and depend upon his pay the hour the work was finished. He could then take the money and become Cash Down himself, making a difference of ten per cent. in his favor. If Cash Down wanted a new suit of clothes the tailor made a difference of \$5 between him and Slow Pay, and the money could be sent East to pay for his cloth. The last time Cash Down was out in the street he saw Slow Pay, Bad Debt and Dead-Beat walking arm in arm, and the blacksmith, the tailor, the grocer and the merchant shook hands with each one of them and replied:

"Certainly—certainly. You can have what you want on time, and I'll sell you just as cheaply, and wait upon you as I will Cash Down."

One of them might pay in six months; the second might be forced to pay in a year or two, and the third didn't intend to pay at any time. They got the same treatment as Cash Down, and a great rash was made to send home their goods.

The old man entered a grocery where he has paid out hundreds of dollars in ready money, and asked the price of sugar. Slow Pay snickered in after him and asked the same question, and both were given the same figure. Yet at that time Cash Down had paid over that counter more than a thousand dollars in ready cash, and Slow Pay was in debt fifty dollars, and adding to the figure.

Cash Down went to a dry goods store to purchase a dress for his wife, Bad Debt was ahead of him. Cash Down pulled out a \$20 bill and paid for his goods on the spot, Bad Debt picked up his bundle and told them to charge it. In one case the merchant had his money

in the cash-box to help pay for a new stock. In the other the collector would be months, if not years, getting it, or in the end it would be charged to profit and loss. Yet Cash Down had to pay the same price that Bad Debt did.

Cash Down wanted a new pair of boots. He went to his old shoemaker and was surprised to hear that they would be charged fifty cents more than for the last pair.

"Has there been a great advance in the price of leather?" he asked.

"Oh, no."

"Do you pay your workmen more?"

"Not a cent. You see, Slow Pay, Bad Debt and Dead Beat are into me pretty heavily, and I must make it up by charging cash customers a little more! That's a way we all have of doing."

Cash Down must then pay the same price as Dead Beat, and help to make good Dead Beat's indebtedness in addition! He went home, sick in mind and body. The doctor who attended him was bound by solemn agreement to charge as much as if called to see Dead Beat, and his prescriptions cost more, because he had to help pay Dead Beat's old bill at the drug store. When he died the undertaker made no reduction on the casket, and the tombstone cutters put an extra five dollars on the price of the shaft to pay the balance due from Bad Debt for the one furnished his child's grave!

Mrs. Cash Down, widow of the late deceased, went down after her mourning yesterday. She bought a bonnet at one place, and said she'd pay sometime this summer. She got dress goods at another, and simply told them to put it in the books. She needed shoes, and she said she'd hand it in some day. She had a hundred dollars in her pocket, but she didn't pay out a cent. She had learned something. — *Exchange.*

TWENTY-FOUR O'CLOCK.

A Scheme that may Prove a Bonanza to Watch Makers, and a Bonanza to the Public.

So accustomed have people become to the present method of telling the time that any innovation on it would be regarded as heresy. Still, stranger things have come to pass, and a scheme is at present on foot that if taken up by all the governments as it has been by that of the United States, may entirely alter

the present state of affairs. If it does, it will be to a Canadian that the credit of making the first move in the matter will be due, and to a Toronto institution for taking the initiative. Some time ago Mr. Sandford Fleming read a paper before the Canadian Institute of this city, advocating a prime meridian common to the world with which all the clocks will be timed, but according to the distance from it. This would do away with the present nuisance of starting trains on Montreal, Toronto, or Chicago time, as the case might be, and so benefit the travelling public, but the traveler himself would have to provide himself with a watch that would tell both the cosmopolitan and the local time. Another change suggested, is that the present system of dividing the day into two periods of twelve hours each be abolished, and instead divide the day into twenty-four hours, to be numbered accordingly. These changes were put into the form of resolutions, and brought before the Meteorological Society of America at its last meeting in New York, and adopted the resolutions which are as follows, were accordingly moved by Mr. Fleming.

Referring (1) to the report on standard time recently published by the American Meteorological Society; (2) to the papers on time reckoning published by the Canadian Institute; (3) to the communication of the Imperial Academy of Science of St. Petersburg; and (4) to other communications.

Resolved, That uniformity of time throughout the United States and Canada is divided by the progress of events, and that a general system by which time may be reckoned in a uniform manner by the people of all nations throughout the globe is of very great importance.

Resolved, That a great service will be rendered to the world by directing the public mind to this subject, and by securing the general adoption of a well-conceived system of uniformity, and that the Council of the American Meteorological Society is hereby authorized to act jointly with the Council of the Canadian Institute in recommending a comprehensive scheme based on the following propositions:—1. Twenty four standard meridians one every 15° of longitude to be established for reckoning sectional or approximate local time.

2. One of the twenty-four standard meridians to be selected as a time-zero

or initial meridian for reckoning cosmopolitan time.

3. The time zero to coincide with the prime meridian to be common to all nations for computing longitude.

4. The several (24) standard meridians to be designated by names or by letters of the alphabet or by numbers or by degrees of longitude, numbering from the prime meridian westerly.

5. The prime meridian or zero for time and longitude to pass near Behring strait 180° from Greenwich.

6. The division of the day into two halves of twelve hours each to be discouraged and the preference given to a single series numbered from one to twenty-four hours in the cosmopolitan day or period of time between two successive passages of the sun over the prime meridian, the single division (1 to 24) to be made absolute.

Resolved, That the Councils of the American Meteorological Society and the Canadian Institute are hereby requested jointly to bring the subject under the notice of the Governments of the United States and Canada, and through these respective Governments, to invite the concurrence of the civilized nations of the earth to the adoption of a uniform system on the above base.

These resolutions were brought by the American Society before the Signal Department at Washington, and the chief signal officer has agreed to utilize the signal stations throughout the States for the furtherance of the object under certain restrictions, which are as follows:—

1. At any signal service station already established for the benefit of commerce and agriculture, and at which two or more men are necessarily stationed, the chief signal officer will contribute such portion of the time of one man as will be necessary in order to keep in perfect working order the ball-mast, electrical and other apparatus at the station, and will have the ball hoisted daily at the proper time, and the electric connection properly made, provided this does not on the average require more of the time of the man on duty than one-half hour per day.

2. The expense of battery and battery room, and of purchasing, installing, and repairing the apparatus, as also the expense attending the astronomical determination of time, and the necessary telegraphy must be borne by other parties,

and must not in any way be imposed upon the signal service.

3. The chief signal officer will not undertake such co-operation for the benefit of special intervals, nor unless there is satisfactory evidence that the "time signals" will be in charge of such astronomers and institutions as can guarantee a high standard of accuracy, and the uniform maintenance of their part of the time service from year to year.

4. The signal, which usually consists in dropping the "time-ball," must be given automatically by telegraphy from the astronomical observatory, which shall alone be responsible for the accuracy thereof.

5. The chief signal officer will be pleased to publish such reports of the annual reports of the observatories in charge of time-balls as relate to the accuracy of the signals.

6. Without presuming to prescribe, the chief signal officer would suggest that the interest of navigators as well as railroad travelers and of the community at large will probably be best subserved by causing the respective time-balls to be dropped simultaneously throughout large sections of country, and especially at noon of the meridians of 75° , 90° , 105° , or 120° of longitude west of Greenwich, in accordance with the following schedule:—

Atlantic coast: time-balls drop at noon on the 75th meridian.

Gulf coast time-balls all drop at noon on the 90th meridian.

Lake coast time-balls all drop at noon on the 90th meridian.

Mississippi coast time-balls all drop at noon on the 90th meridian.

Pacific coast time-balls all drop at noon on the 120th meridian.

Thus, for instance, at Washington the time-ball will be dropped exactly five hours of Greenwich mean time, which will be eight minutes earlier than Washington mean noon, and three minutes later than New York mean noon.

7. The chief signal officer will take action in reference to time-balls at any station so soon as Chambers of Commerce or Observatories or other local organizations communicate their desire to him.

After hearing the above read at the Canadian Institute last Saturday night, on motion of Dr. Wilson, the resolutions adopted by the American Meteorological Society were unanimously adopted, and Mr. Fleming, Prof. Loudon, and Prof.

Carpmael were appointed a committee to communicate with the American Society as to the furtherance of the scheme.

BUSINESS CHANGES FOR APRIL.

Hicks, McNaughton & Co., electro-platers, Fergus, dissolved, Hicks retiring; J. C. Cook, hardware and tins, Haysville, sold out to H. Hunter; W. B. Stewart, paints, &c., Toronto, stock sold by auction; Philip Taylor, jeweler, Oshawa and Whitby, sold out Whitby business to Jno. S. Barnard; Jno. Birch, hardware and tins, Scotland, removed to Otterville; J. F. Hall, hardware, Walkerton, called meeting of creditors; George Elliot, hardware, Palmerston, admitted L. Knott into partnership, style now Elliot & Knott; Geo. Kiff, tins, Kingston, advertised to sell out by auction; A. J. Smith, hardware, Elora, has sold out to Robert Dalby; Roach & Insole, hardware, Hamilton, dissolved partnership, Geo. Roach continues; D. Kerr, hardware, London, assigned in trust; W. R. Walker, Markdale, tins, has removed to Lefroy; Thos. Waugh, hardware, Plattsville, admitting Geo. Sauer, style, Waugh & Sauer; C. G. Cobban, photo supplies, Toronto, assigned in trust.

NOTES AND COMMENTS.

The *Detroit Free Press* having declared that it is very hard to be poor, the *Richmond Baton* considers that there is nothing easier, provided you spend more than you make.

AFTER the 1st of May, the style of the extensive business of Mr. James Smart at Brockville, in stoves, hardware, implements, &c., will be changed to The James Smart Manufacturing Company, Limited.

An offer of composition has been made by Messrs. W. & F. P. Currie & Co., of Montreal. They are ready to pay fifty cents cash, five cents in two years, and five cents in three years, these two last instalments without security. There are fair prospects of their obtaining a general acceptance of this offer.

An English company has bought the patent right of the Rhode Island Horse-shoe Company to manufacture horse-shoes outside of the United States and Canada, for \$425,000. So attractive appears to be the scheme in England that, although \$675,000 will be required to start a factory by the 1st of May, the money has been subscribed three times over.

THE net profit made by the Starr Manufacturing Company of Halifax, N. S., last year is stated to be \$45,000, certainly a good dividend on a capital of \$227,000. The sum of \$5,000 was placed to the account of the contingent fund, a dividend of 15 per cent. declared, and \$3,000 voted to the directors as a remuneration for their services during the past seven years.

A Chicago jewelry firm has put up a sign 129 feet long and 512 feet wide, which consumed 4,000 feet of lumber, \$400 worth of gold, and \$250 worth of metal ornaments, was three months in course of construction, and cost \$2,500. All this, probably, for the sake of having "a bigger thing" or a costlier thing in the shape of a spread-eagle sign board than their neighbors.

THE four horse-power Gas Engine lately introduced by Messrs. P. W. Ellis & Co. into their manufactory, has proved a complete success. It does its work noiselessly and efficiently.

MESSRS. H. Smith and W. F. Carrier of Toronto, sailed last week for England, via New York. We wish them a prosperous voyage and safe return.

MESSRS. Dines & McKeown, hardware merchants, of Dresden, have recently sold out their business. As far as we can learn, their creditors are likely to whistle for their money, as the whole transaction bears a very fishy appearance. So much for the want of a proper Insolvent Act.

WE are glad to learn that Messrs. Zimmerman, McNaught & Co. have been appointed sole wholesale agents in Canada for the Lancaster Watch Co. The watches made by this Company now rank the highest of any made in America, and we think that their introduction into Canada at this time should not only be of advantage to the trade generally, but to the manufacturers as well.

DETROIT Evening News says—The revival of American shipbuilding and carrying trade can never be brought about by taxing the people to pay bounties to American shipbuilders and subsidies to American ship-owners. As well might we get up an international walking match, offer a prize to the fastest walker then deliberately tie the legs of all American competitors and leave the legs of the foreigners free.

THE Stock-in-trade belonging to the estate of W. B. Stewart of this city, comprising paints, oils, glass, &c., amounting to over \$14,000, was sold through Scott, Sutherland & Co., trade auctioneers, and realizing 67c in the dollar, the purchasers being Messrs. Ramsay, Drake, and Dods, of Montreal. The fixtures were bought by Mr. E. Harris, of this city, at 41c in the dollar, and the book debts, amounting to over \$7,000, were withdrawn, the upset price placed upon them by the trustee not being reached.

THE friends of Messrs. Cobban & Co., of this city were hardly prepared for the announcement made last week that some arrangement with the creditors of that firm was necessary. We understand that the manufacturing business of the firm is in a very promising condition so far as orders and possible profits go. But they are too heavily weighted with bad debts of former years, some \$12,000 in amount, and cannot go on without additional capital. A statement of their affairs is being prepared.

PORRERS in the sleeping-cars in New York State get ten cent pieces from passengers, as a rule, and many travellers never give anything, except for some special service. In the West a quarter is the common fee, and the Chicago Times is authority for the statement that the Pullman and the Wagner Companies take the fees into account in fixing wages. During seasons when travel is lightest the pay is from \$20 to \$30 a month, but as traffic increases the rate is lowered to \$8, and sometimes to nothing at all. The places, however, are eagerly sought.

MR. GEORGE HOWARD has evidently been very attentive to the interests of his fellow townsmen of Guelph, and, that in consideration of this service, we presume, they honored him by electing him as mayor a couple of years ago. Un-

fortunately, however, this honor was not appreciated by his creditors. Having such a prominent position his stove and tinware business did not get that attention it deserved, consequently he is now asking his creditors to accept one half the amount he owes as a settlement of their claims.

A NEW gun, said to surpass all others in death-dealing powers, was tested a fortnight ago on the Hasenhaide at Berlin by an Imperial Military Commission, the inventor, Conrad Garbe, being present. The result was a favourable one, as the arm was proved capable of amazing rapidity in use. Its principal advantage lies in its simple construction, which makes necessary only four movements of the hands for loading and discharging. The cartridge cap can be expelled by a lateral jerk. The kick of the weapon, which weighs only nine pounds, is hardly, if at all, perceptible. The Commission recommended its adoption by the German army, and that partly in view of the fact that the Mauser gun now in use can be easily remodelled on the Garbe system.

MR. THOS. M. BANTING, finds it needful to ask an extension of 18 months time, showing liabilities of \$9,149 and a surplus of \$2,049 and meantime makes an assignment in trust to a Hamilton creditor. He proposes to pay in full with interest at seven per cent, at the rate of \$300 per month for seven months and \$600 per month thereafter. Mr. Banting possessed a nominal surplus a few years ago of \$6,000 or perhaps \$8,000, but his stock of late has been extensive and his business mainly a credit one. Losses on his out standings, we must presume account for the dwindling of his assets.

A report on the state of religion in Nevada would be almost as brief as the famous chapter on snakes in Ireland. The following anecdote might, however, be inserted. At the recent opening of the Nevada Legislature an Eastern minister was invited to perform the religious service. He accepted the call and closed the ceremony with the Lord's Prayer. When he had finished, State Senator Doolan turned to Senator Hammond and remarked audibly: "He stole that prayer and I'll bet on it." I heard it almost word for word in Eureka at a funeral over ten years ago.

THE Earl of Caithness, who died lately in New York, had a strong liking for mechanics, and in his younger days worked for some time in a large engineering establishment in Manchester. He used to tell with some pride that, although he then lived a mile and a half from town, he always walked to his work ready to begin at six o'clock, summer and winter and was never a day late. He was patentee of several inventions, including an improvement on the tape-loom, for which he received £500 but he always said, had he been a business man, he should have made a fortune by it, as it has been so generally adopted, and such an immense saving has been obtained by its use. Among other inventions were a gravitating compass, a road locomotive, with carriage (in which he, along with the Countess, travelled on one occasion from Inverness to Barrogill Castle at the rate of some sixteen miles an hour on the level road, creating quite a sensation), a machine for washing railway carriages &c.

THE first watch was about the size of a desert plate. It had weights, and was used as a "pocket clock." The earliest known use of the modern name occurs in the record of 1552, which mentions that Edward VI had "one larum or watch of iron, the case being likewise of iron gilt, with two plummetts of lead." The first great improvement—the substitution of a spring for weights—was in 1560. The earliest springs were not coiled, but only straight pieces of steel. Early watches had only one hand, and, being wound up twice a day, they could not be expected to keep the time nearer than within 15 or 20 minutes in 12 hours. The dials were of silver and brass, the cases had no crystals, but opened at the back and front and were four or five inches in diameter. A plain watch cost more than \$1,500, and after one was ordered, it took a year to make it.

SAYS the Louisville Courier-Journal:—Harper's Weekly and the Chicago Tribune see great danger to American workmen in the Trades Unions, because they limit the number of apprentices and condemn others to idleness. But these organs of the party of protection should consider that the workingman has as much need of protection as has the capitalist. The tariff does not protect the workingman. Mechanics from England, Germany, and France come to America in swarms, and depress the labour market. The tariff protects the employer, but does not protect the employee, so he proposes to take care of himself, and applies to the labour market, as far as is possible to him, exactly the principles which the manufacturer induces the Government to apply to manufactured goods. If the rule is good in one case it is good in another. The manufacturer says:

"The fewer the competitors the higher the price," and asks the Government to keep out the English. The workmen say:—"The fewer the competitors the better our wages," and they resolve that only a limited number of apprentices shall be taught their trade.

THE illuminated advertising card mania, which was imported from Europe into Boston about a year ago, has now reached New York, and is rapidly spreading over the south and west of the Union. The craze is said to have begun in Paris about fifteen years ago, and to have spread thence to Berlin and Vienna and all over Germany. Thence it extended to Italy and over nearly all of Europe. The present extent of the rage in Boston is indicated by the statement that one of the leading Boston papers in a recent issue published one column and a half of the announcements of firms and establishments devoted to the trade in illuminating cards as a specialty. Large numbers of stationers in New York and elsewhere are now devoting their capital and energies to procuring assortments of cards for sale, and many lithographers are kept busy in preparing them. The best designs are imported and appropriated just as books by our enterprising cousins, who here have a new field for the exercise of their imitative talents. For instance, a series was recently imported from Paris which could not be sold for less than \$40 a thousand. In two weeks a Philadelphia firm had *fac similes* in the market, which "it would require careful and critical observation to distinguish" from the original at \$10 a thousand. Large numbers of

men and women are occupying their spare time in collecting and forming albums of the cards, and, in fact, this card-album business has now become a distinct branch of trade. Some of the firms are turning a good penny by giving elegant cards as prizes to the purchasers of their goods to a certain amount. What next?

A SOMEWHAT unusual action was tried at the Guelph Assizes the other day. Mr. M. C. Potts, hardware merchant and tinsmith, Palmerston, brought suit to recover damages from Mr. John Proctor, wholesale hardware dealer, Hamilton. The plaintiff claimed \$2,000 damages on the ground that defendant had broken a written agreement dated 11th May, 1880, by which he had agreed to supply Potts from time to time on six months' credit, with such goods as the latter should require for the proper carrying on of his business, provided plaintiff kept his account in a satisfactory shape. While his account was in this shape, Potts declares the defendant without just excuse refused to supply him with further goods, and in consequence he was compelled to make an assignment for the benefit of creditors and was in fact ruined. The plea of Mr. Proctor was that he had not authorized his agent to make such an agreement, and that at any rate he had supplied goods on credit so long as plaintiff kept his account in a satisfactory shape, and at the time he refused to supply goods he was justified in so doing. The jury returned a verdict for defendant.

In a new physical atlas of the Dominion by J. B. Hurlburt, of Ottawa, many mistakes in regard to the extent and resources of the country are rectified. According to this authority, the superficial area of Canada is between three and four millions of square miles; the cold arctic currents which depress the temperature of the north-eastern parts of the continent bring with them abundant compensation for the barrenness of the land in the prolific fisheries, extending over between ten and twelve thousand miles of sea coast from the Gulf of St. Lawrence along the shores of Labrador and the Hudson Bay, through the Arctic and down the Pacific to Vancouver, over vast sea coasts studded with innumerable islands. The area of grass lands in Canada is set down as 1,200,000,000 of acres; the wheat land west of Ontario and east of the Rocky Mountains is set down at 600,000,000 acres; to which is added 200,000,000 for the older provinces. Of all the wheat land in the Dominion three quarters of it is in the prairie region of the North-West, and making all reasonable deductions for wet and barren land from these six hundred million acres there must still remain four hundred million acres of good land in that illimitable wilderness.

THERE are so many curious clocks nowadays that one must be very curious to be worth mentioning, but there was one belonging to a native prince in Upper India which hasn't been beaten so far. In front of the clock's disc was a gong, swung upon poles, near it was a pile of artificial human limbs made up of the full number of parts for twelve perfect bodies, but all lying heaped together in seeming confusion. Whenever the hands of the clock indicated the hour of one, out of the pile crawled just the number of parts needed to form the frame of one man, part joining itself to part with metallic

click, and, when completed, the figure sprang up seized a mallet, and, walking up to the gong, struck one blow that sent the sound pealing through every room and corridor of that stately castle. This done, he returned to the pile and fell to pieces again. When two o'clock came, two men arose and did likewise, and so on through all the hours of the day, the number of figures being the same as the number of the hour, till at noon and midnight, the entire heap sprang up, and, marching to the gong, struck one after another his blow, making twelve in all, and then fell to pieces.

The latest motive force with which the world is to be revolutionized is the expansiveness of ammonia. This substance is capable of being converted into gas under high pressure at ordinary atmospheric temperature. When so converted its expansive force is three times higher than that of steam. A motor to utilize this force has been invented by Chief Engineer Isherwood, of the United States Navy, who has utilized the discoveries of Professor John Gaurgee. The difficulties hitherto met with in using ammonia as a motive power have been to relieve the gas after it has been used and return it to the receptacle into which it was converted into gas. Mr. Isherwood thinks these difficulties, and also the trouble about the formation of ice upon the vessels, have been overcome. He uses a high pressure boiler in which the ammonia is received. The low pressure boiler is continually receiving ammonia and heat from the high pressure, and the gas, after it has been utilized, is constantly returning shrunken and partly liquefied gas to the low pressure boiler. In short, the invention of Messrs. Isherwood and Gaurgee has a strong odor of perpetual motion about it. Nevertheless the public will swallow all its objections to perpetual motion readily enough if any inventor can demonstrate the possibility of furnishing a power without the consumption of fuel or money.

SOME days ago a public sale of jewelry and silver ornaments was begun at the London and Paris House on King street east, Toronto. Among those who regularly visited the store while it was in progress was a well-dressed Frenchman of polished and refined manners. He gave his name as J. A. Gauthreaux, and as he evidently had plenty of means, and had the manners of a gentleman, he won the confidence of the firm, and was frequently left with a tray of valuable jewelry before him from which to select his purchase at leisure while those employed in the store attended to other customers. He bought a few articles, and on Saturday night last purchased a \$30 ring. On taking stock of their goods it was found that many articles were missing which could not be accounted for, and suspicion finally rested on the accomplished J. A. Gauthreaux. A warrant was got out and placed in the hands of Detective Hodgins, who searched his room at his boarding-house on Bloor street, kept by a respectable family, and secured about \$1,500 worth of goods which the proprietors of the London and Paris House had no trouble in identifying. Gauthreaux was arrested at once, and lodged last night at police headquarters. Among the recovered articles were nine gold watches, one diamond ring, two diamond necklaces, and two lockets set with diamonds. The prisoner hails from the South-

ern States, and from papers found in his possession it is believed that he is a fugitive from justice. His room was found to be elegantly furnished, and his wife, who is a very lady-like person, appeared deeply grieved at his arrest.

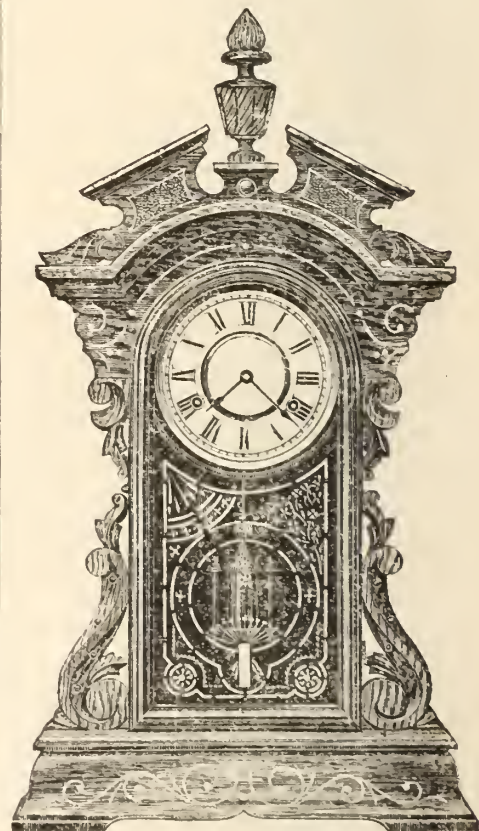
PARTNER WANTED.

For a Retail Jewelry business in a thriving town in Western Ontario. A good workman with about \$1,500 capital will find this a rare chance. For particulars apply to A. B., care TRADER Office, Toronto.

THE LARGEST

Clock House

IN CANADA.



I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH, NEW HAVEN, GILBERT, AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS.

31 Wellington, 40 Front St. E., Toronto

THE "AMERICAN."

THIS well established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts. overlooking the Bay of Toronto and being only one block from all of the R.R. Depots and Steamboat Landings.

This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Billiard and Sample Rooms.

From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the traveling public. Rooms can be engaged by mail or telegraph.



ATWOOD & BINGHAM, PROPRIETORS.

ATTENTION!

Our Spring Stock is now complete and consists of

English and American Jewelry,

Swiss & Waltham Gold and Silver

WATCHES,

Spectacles,
Silk Guards, &c.

Prices Low for Cash.

J. Segsworth & Co.

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W. M. COOPER,

Manufactures Agent and Dealer in

Guns, Rifles & Sporting Goods

OF ALL KINDS

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AND

'Mercantile Journal.'

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Watchmakers' and Jewellers'

TOOLS,

French and American Clock materials, Stem Winding and all other Wheels cut to order

Watch repairing for the trade

A large stock of Swiss and American Main Springs and flat Watch Glasses for American Open Faced Watches.

Nickel & Dust Proof Keys. Price and Sample sent on application.

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TOOLS, MATERIALS

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Trade Work a Specialty. Only first-class men employed.

Our new Price List sent free on application.

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The "Scott-Field" Sporting Rifle.

The above represents the new "Scott-Field" Rifle, manufactured by W. & C. Scott & Sons, Birmingham, England, for general sporting purposes. This Rifle has the "Field" patent action, which is considered by all sportsmen who have seen it to be the best ever invented. The fact that Messrs W. & C. Scott & Sons and John Rigby & Co. of Dublin have adopted the "Field" action for their new sporting and Targe Rifle is proof positive that in the opinion of these celebrated gun makers the "Field" is superior to all other actions now in use. The "Scott-Field" Sporting Rifle is 44 cal. sighted up to 300 yards and can be held either with plain or pistol grip stock. No Rifle in the market can approach it for superior accuracy, convenience, durability and safety. Sole Agent for Canada.

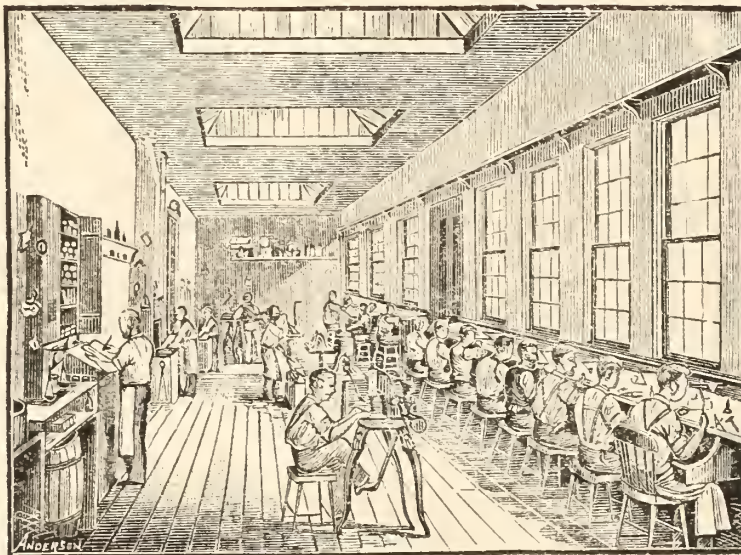
W. M. COOPER, - - - TORONTO.

A Large Assortment of "Scott" and "Greener" Guns kept constantly on hand.

WELCH & TROWERN, Jewellery Manufacturers & Diamond Mounters

FINE GOLD

LOCKETS,
BROOCHES,
BRACELETS,
EARRINGS,
DIAMOND,
WEDDING,
SIGNET,
CHASED &
GEM RINGS,
Gents' Suites,
Gents' & Ladies' Chains,
&c., &c.



INTERIOR OF OUR MANUFACTORY.

FINE SILVER

MEDALS,
TROWELS,
WALKING CANE
HEADS,
PRIZE CUPS,
NAPKIN RINGS,
Masonic and Society
JEWELS.

&c., &c.

TO OUR CUSTOMERS AND THE TRADE GENERALLY.

DEAR SIRs,—During the past year we have made extensive alterations in our manufactory, adding the latest and most improved machinery and tools, and securing the best and most careful workmen.

We intend sparing no efforts in supplying good material, made full standard quality, and finished in the best manner and trust to be favored by those anxious to give their customers goods they can confidently recommend.

Orders or repairs sent by mail receive proper attention.

We are, yours respectfully,

WELCH & TROWERN,

36 ADELAIDE ST. WEST, TORONTO, ONT.

Between Bay & Yonge sts., nearly opposite Grand Opera House.

CLOCKS !

Just received. The LARGEST Variety of
American and French CLOCKS

Ever imported into Canada.

ALL THE LATEST STYLES.

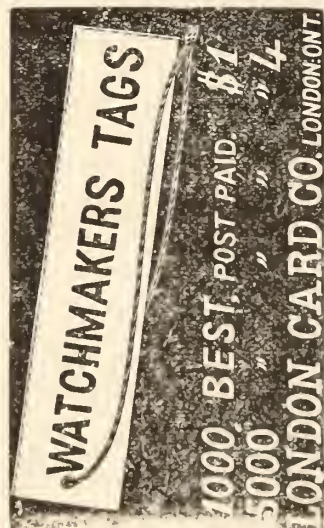
To CASH Buyers we offer SPECIAL INDUCEMENTS.

Newest Styles in Yankee Jewelry
Exceedingly Cheap.

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**F. T. TERRELL & CO.,
WATCHMAKER AND JEWELLER.**
Dealer in Sporting Goods, &c. Gold and Silver Plating done
in the best style and warranted to wear. Trade work at trade
prices. 351 RICHMOND ST., LONDON, ONT. All work
warranted.



T. WHITE & SON,

Manufacturing Jewellers, Gold
and Silver Platers,

—AND—

LAPIDAIRES,

12 MELINDA ST.,

TORONTO.

Canadian Agates, Amethysts, &c.,

Polished and Mounted for the trade. Store
keepers in town and country will find all work
good at moderate prices.

N. B.—Always on hand a stock of
Stones, Imitations, Locket Glasses, &c
unsurpassed in the Dominion.

Zimmerman, McNaught & Co.,

56 YONCE STREET, - - TORONTO.

Head quarters for all kinds of Electro-Plated Ware, such as Spoons and Forks, Butter Knives,
Pickle Forks, Cruets, Cake Baskets, Card Stands, Pickle Frames, Berry Bowls, Childs' Cups, &c.
We guarantee to meet any honest competition.

ESTABLISHED 1859.

W. MILLICHAMP & CO.,**29 TO 35 ADELAIDE STREET EAST,****TORONTO.**

SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

W. MILLICHAMP & CO.

SOME GOSSIP ABOUT THE TRADE.

Variety is the spice of life. The adage is old; the application is not, though in some of its bearings it may be more or less dangerous. Some great philosopher of the future may enunciate this same sentiment in some other way, probably in many more words, and be credited with having made a great discovery.

But the merchants on Broadway prove the truth of the saying almost every day. I was looking at the stock of a jewelry store far up Fifth avenue the other day. It was virtually a museum. Bronzes, diamonds, golden toys of every shape and pattern, beautiful moulding in China, tapestry pictures, and so much of the taste, the skill, the industry, the imagination, the art of to-day is there as in many another salesman's palace. No museum has such art of display. Nothing jumbled together, the eye not fatigued or confused by the helter-skelter style of pitching things together, plenty of necessary space about each exhibit to well display their proportions. Said one of the proprietors, as we walked about the place: "We are continually changing the arrangement of these articles. People get tired of finding the same thing always in the same place. The customer who comes in next week and finds that bronze in the rear instead of the front of the store, with a different group about it, views it still with renewed interest. It seems in a measure new to him. And so with everything else. We are continually rearranging the entire stock."

These merchants who, as you may see, are continually changing the order of arrangement in their shop windows, understand practically the application of what our philosopher may call "a great principle dominant in human nature;" to wit, "love of change."

And every man knows how tired he gets of one dish, or of one restaurant, when everything begins to be permeated with a certain subtle monotonous flavor, as if it were all cooked in the same pot, and he looks in vain over the bill of fare for a new relish, and finally goes forth in despair and possibly devours simple bread and butter in a new place with an anacondish appetite. And every woman knows how at last the same old bonnet and dress and dress pattern pall, and many other things.

"What are the contents of this case worth?" I asked the jeweller. It was a

glass case, perhaps 8 feet in length by 18 inches in width.

"About \$100,000," said he.

"And this tray of rings before us?"

"About \$5,000."

Five thousand dollars in a few circles of metal and glittering stones resting in their soft, satin beds. This \$100,000 would start fifty small retail groceries—perhaps a hundred. This is wealth boiled down. Here were two diamond earrings worth \$5,000 each. Somebody is yet to carry five retail groceries on the lobe of each ear.

It was noon. Most of the salesmen had gone to lunch. Only the proprietor, one clerk and myself were in the store. Before us in these glass cases were gold and gems to the value of half a million—maybe a million. Comparatively few people were passing by.

"See here," said I; "this looks temptations for robbers. What's to prevent three or four strong determined fellows from sauntering in here one by one, and suddenly covering both of you fellows with their pistols, while the confeds scoop in this wealth of Golconda?"

"Because," said the proprietor, "we know them. We have been in this business all our lives. It's part of our business to watch. Thirty years of this life puts a man up to all the devices of the enemy. There are men who come here to steal, men of good address. They have so come in one after the other, and all preserving a strict incognito towards each other. But we know them. We attend them very closely and politely—a clerk to each man. They know what this attention means. They feel it. They appreciate it. They are overpowered by it. They drop out one by one. And we have seen them rejoin each other a little ways down the street."

But even this story could not free my mind from the idea of the possibilities within reach of a small band of bold, bad men in such an open and slenderly guarded array of glass walled wealth.

"One trick of the wicked," said the jeweler, "has been very successful among us—that of substituting paste diamonds for the genuine. They ask to select a ring. We place before them a tray. You will observe that each niche is filled by a ring. If one is stolen the vacancy instantly betrays the loss. But when the thief adroitly drops a paste imitation in the niche, after abstracting the real gem,

detection is not so easy. Thus we have in past time suffered."

Strange passion—that of the rivalry among wealthy ladies for the possession of the biggest of these pretty stones. The \$10,000 cluster overtops the \$5,000, the \$20,000 combination of glitter lays over the \$10,000, and so on up. And what are they, after all? Stones! Value not intrinsic, but artificial and imaginary. Cast away on a desert, uninhabited island, with a pocketful of these gems and a jack knife, which would you value most?

But this sort of moralizing from people who can't buy even \$500 diamonds, isn't worth anything. Put yourself in the place of these poor, rich people, live in their world, realize their rivalries, understand the influences dormant or powerful among them, and see if you wouldn't covet diamonds. The poor are always so virtuous, so strong in freedom from what they call "petty desires," so very strong—until they get rich.

"Yes," said the proprietor, "a man with money to spend will be sometimes a week making a selection of valuable diamonds. See this pair of \$5,000 fellows? Well, a man comes here almost every day. He's in a dilemma. He wants these and he wants a pair in another establishment. He can't buy both and he can't decide which he will have. I think he lays awake nights over it. He looks like it. He comes here and fingers the gems and sighs and works himself into a fever of indecision, and then goes to the other shop and does the same thing with the same result. Oh, he's getting very miserable over it."

And the diamond merchant laughed a gentle, fiend-like laugh. Such are some of the pleasures of wealth.—*Daily Graphic*.

R. C. McLEAN,

General Job Printer,

13 ADELAIDE STREET EAST, TORONTO.

Send for Samples & Estimates.

PATENT GOLD WATCH CASES !

The attention of the Canadian Trade is invited to

JAS. BOSS' PATENT STIFFENED

GOLD WATCH CASES !

Which supply a want long felt by the general public. They are made of Two Plates of Solid Gold overlaying a plate of composition metal, in such a manner as to leave no exposed parts.

The gold is of sufficient thickness to admit of Engine Turning and Engraving, and a great amount of wear.

The Composition Metal supplies the necessary strength and solidity, making the case the best in the world for protection to the movement and wearing qualities at a low cost. In beauty of design, appearance and finish they are not surpassed by anything in the market. They are guaranteed by the Manufacturers to wear for 20 years, each case being accompanied with a Certificate of which the following is a copy :—

" This is to certify that the accompanying case No. — was manufactured under James Boss' patent of two plates of solid gold overlaying a plate of composition metal, and is warranted to wear 20 years."

" Hagstoz & Thorpe."

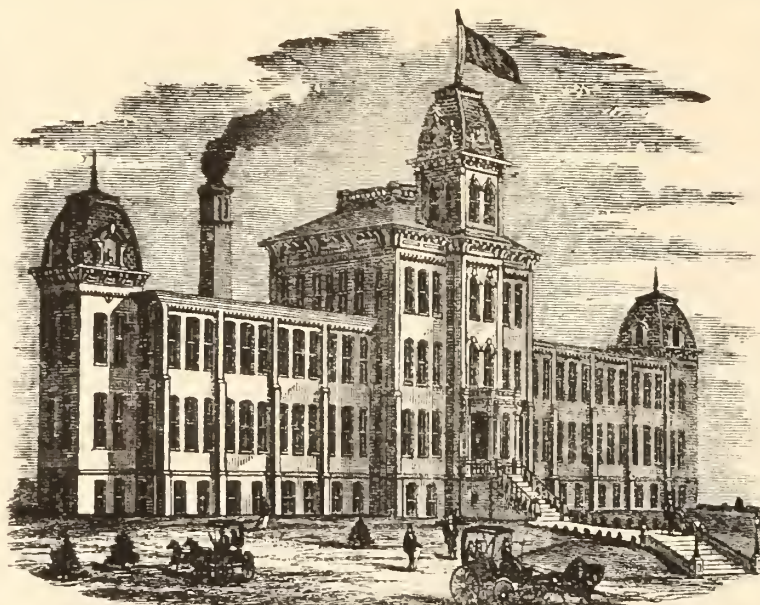
They are now FOR SALE BY NEARLY ALL THE WHOLESALE HOUSES IN CANADA, and dealers should be sure that they get none other, as Boss' Patent is the only case made with Two Plates of Solid Gold.

Any regular dealer in Watches and Jewelry will be furnished with handsome Advertising Cards, Catalogues and Signs, upon sending his business card through the Jobbers of whom he buys, or direct to the Manufacturers

HAGSTOZ & THORPE,

19th & BROWN STREETS, PHILADELPHIA, PA.

Switzerland Endorses Pennsylvania,
PRONOUNCING THE LANCASTER WATCH
 "The Best Watch Made in America."



Twenty Extra-Fine Ruby Jewels,
MAKING THE LANCASTER WATCH
 The Best Jewelled Watch in America.

The Lancaster, Pa., Watch Factory.

THE LANCASTER WATCH.

THE original aim of the projectors of the Lancaster Watch Co. was to make such a Watch Movement as should be superior to any other thus far produced in America, and to offer the public the finest and most reliable time keepers, with all the latest improvements, at a price as low as such movements could be afforded, with the aid of the best machinery and most skilful workmen, to be had in the country.

Four years were spent in preparation, and nearly \$300,000 expended in cash at the Lancaster Works. The Company were fortunate in securing as Superintendent, Mr. Charles S. Moseley, who with an experience of thirty years in the leading Watch Factories of America, is rated the best designer of Watch-making Machinery in the world. He was for many years superintendent both at Waltham and Elgin, and these two great factories are in no small measure indebted to him for their extraordinary success. With the best skilled labor that the country could afford, under his competent direction, the Lancaster Watch Co. have more than fulfilled their expectations, and to-day are successfully turning out The Fullest and Best Ruby-Jewelled Watch in America, putting into it The Best Stem Winding and Stem Setting Arrangement in America, making the Handsomest Design of Three-quarter Plate Movement in America, and selling it at a Much Lower Price than any other equally fine grade of Watch that has yet been put into the American Market.

Wherever examined by Watchmakers and experts, they have been heartily approved, and after thorough examination, pronounced to be the finest American Movement yet brought to their notice. Dealers are respectfully urged to examine the Lancaster Watches in all their detail. Do not compare them with approximate prices of other companies. The Lancaster Co. claim to make the best Watch in America for the price at which it is sold.

The Lancaster Watch Co. desire to notify the trade that they have appointed

ZIMMERMAN, McNAUGHT & CO., OF TORONTO,

Sole Wholesale Agents for the sale of their Watches for the Dominion of Canada. Messrs. Z., McN & Co. will keep a full stock of the Company's Movements constantly on hand, and furnish them to the trade only, at manufacturer's prices. Send for Price Lists.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, JUNE, 1881.

NO. 10



WALTHAM WATCHES!



LEE & CHILLAS,

TORONTO,

Wholesale Agents ^{FOR} Canada

Beg to notify The Trade that they have now in stock a full
assortment of all grades of

MOVEMENTS,

SILVER AND GOLD CASES,



AND CAN FILL ALL

ORDERS FROM STOCK.



LEE & CHILLAS, - WHOLESALE JEWELLERS,

4 Wellington Street West, Toronto.

P. W. ELLIS. R. Y. ELLIS. M. C. ELLIS

P. W. ELLIS & CO.,**No. 31 KING ST. EAST, TORONTO,****Manufacturing Jewelers, Watchmakers
Engravers, Importers & Jobbers.**

AMERICAN JEWELRY,

**Watchmakers', Jewelers' and Engravers' Tools,
Materials, Lathes and General Supplies.**

SILK GUARDS, SILK ALBERTS, DIAMONDS, REAL & IMITATION STONES.

IMPROVEMENT OF MANUFACTURING FACILITIES.—We beg to announce, that in consequence of the constantly growing demand for our goods, we have again largely improved our facilities for manufacturing by addition of a **Gas Engine** running all machinery by Power, also have added several improved appliances to aid us in our finishing department which will enable us to have all work finished equal in every respect to anything produced.

ELECTRO PLATING AND GILDING.—We have just brought out from Birmingham a most experienced hand well versed in all branches of Electro Plating, Gilding &c., and, are now prepared to do work in that line in first-class style and at the lowest rates. As to Electro Silver Plating large articles we intend shortly to complete arrangements so that we will be prepared to solicit orders in that line as well.

GOLD CHAINS.—Our facilities now for production of Chains in every line in 10 and 15 kt. standard qualities is as perfect as machinery and skilled labour can make it. We have brought to our factory at considerable expense a first-class designer of patterns so that henceforth our goods will possess an entire originality of our own. All patterns for Spring Trade entirely new, many designs are very elegant; our prices will be the same rate per cwt. for any design desired. **All Qualities Guaranteed and Prices the Lowest.**

AMERICAN JEWELLERY.—Our Mr. M. C. Ellis has just returned from New York, Providence and Attleboro Markets, where he has taken much pains in selecting the latest and newest goods to be found, all goods have been purchased for Cash thus commanding the closest prices in every line. Our stock is complete in Vest, Neck, and long **Rolled Plate Chains**, quality guaranteed, the best made same in Fire Gilt chains, also Bracelets, Locketts, New Acme Sleeve Buttons the latest improvement over the separable, Charms, Seals, Scarf Pins, Lace or Shawl Pins, Broaches, Earrings, Sets, Electro and S.S. Goods, and obtained sole control of the finest Onyx and imitation Onyx goods produced. Circulars will shortly be sent of the New East Lake Designs. Our stock of novelties in every line is very choice.

TOOL AND MATERIAL DEPARTMENTS.—We have just received the largest importation direct from Switzerland in this line ever brought to Canada, our stock will be absolutely complete in every department comprising the most complete stock of Silk Guards, Alberts, in pure Silk, Silk and Woollen, and Mounted Guards, also the only line of pure Woollen Guards in this market. White Metal Alberts in great variety, Morocco Cases from cheapest to most expensive goods for Rings, Sets, Locketts, Earrings, Broaches, Necklaces, Scarf Pins, Buttons Bracelets, Suits and Watches.

Our new improved Swiss Foot Lathe on the American principle, Nickel Plated with attachments for everything in Watch-making and at prices beyond competition, we have sole control in Canada for these goods. Universal Lathes 5 actions, slide rests and improved Cutters, Rounding Machines, improved Jacot Lathes to work with hand, and an endless variety of new tools of every description all **Nickle Plated specially to Order.** In Glasses we are complete in 1-16 and $\frac{1}{4}$ sizes of improved quality very fine. Concaves, Mi-concaves, Bulls Eyes for Verge Watches, high lunnettes and demi-dial. Our Stock is now without exception the largest and finest ever held in Toronto.

Our Mr. M. C. and C. S. Ellis, will immediately visit all our Customers East and West with such stocks as will well repay their waiting.

THE TRADER.

TORONTO ONTARIO JUNE 1881

Sent free to every Jeweller and Hardware Merchant in the Dominion of Canada

Advertising Rates.

Full Page	-	\$20 00	each issue
Half Page	-	12 00	
Quarter Page	-	8 00	
Small Advertisements, 5 cents per line			

A Discount of 25 per cent will be allowed from the above rates for yearly contracts. All advertisements payable monthly

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

No. 13 Adelaide Street East Toronto Ont.

TORONTO,—PAST AND PRESENT.

Ever since the census enumerators completed their rounds, the people of Toronto have been speculating upon the city's growth during the last decade, and its present population. So far, any figures put forward are, of course, unofficial, and therefore merely conjectures, but enough has leaked out to fairly warrant its assuming that at the present time this city contains a population of 90,000 souls, or thereabouts.

Toronto is not by any means an old city, in fact it was little better than a village half a century ago, and its solid and rapid growth is one of the many things of which Canadians have right to be proud. The causes of Toronto's prosperity are not far to seek, however, and the more closely they are examined, the more abundantly do they redound to the honor of those good men and true, who saw, even in the early youth of "Little Muddy York," the germ of the future Queen City of the West.

With a prescience rarely equalled the early fathers of this city saw that to make it prosperous it required to be the commercial capital of the province in which it was situated, and to this end they pioneered and encouraged the building of railways and subsidized these indispensable auxiliaries with a liberal hand. To the magnificent railroad system which radiates from it in every direction on its landward side, Toronto owes no small share of its prosperity, for it has been the means of building up a wholesale trade and making it a distributing point second to none in this country. Twenty years ago the wholesale houses of Toronto could be counted upon the fingers of one's hands; to-day,

they run close on to the four figures in numerical notation, and are increasing more rapidly than ever before.

Again the possession of one of the best harbours on Lake Ontario is of no small advantage to Toronto when the carrying trade of this province is in dispute. Between its railways and its magnificent water communications it is in a position to compete on more than equal terms with any other city in this province, and to this superiority of transportation its wonderful growth is in a large measure attributable.

We think Toronto has now reached a period in its history when its future is assured, and it only requires the continued persuance of its original liberal policy to make one of the largest and most influential cities on this continent.

The following table, showing the population of Toronto in 1824 and its subsequent growth will be found interesting.

Year.	Time since last census.	Population.	Increase.	Rate.
1824		1,625		
1831	7	3,969	2,344	135
1841	10	14,429	10,460	265
1851	10	30,775	16,346	115
1861	10	44,821	14,046	45
1871	10	56,092	11,271	22

THE BATTLE OF THE TARIFFS.

The commercial policy of Protection is not only selfish but aggressive, therefore we are scarcely surprised when we hear that another country has in self-defence been forced to join the ranks of those who support this theory of commercial or political economy.

In the United States, with twenty years of trial, protection has become so deeply rooted into the politics of the country as to have become part and parcel of the creed of both political parties. Canada, although only a recent convert to this system of commercial theology, has proved itself an apt pupil, and at present (so its upholders claim) presents a fine example of the benefits of this great panacea.

By the latest advices we learn that France, a country long regarded by political economists as one of the chief bulwarks of free trade, has gone over to the enemy, and now proposes to adopt the protective policy in its most extreme or advanced form. The great question of interest seems now to be, "how will this move on the part of France affect the free trade principles of England?"

There can be no doubt whatever, that the adoption of a protective policy on the part of France will mean a very

considerable decrease in their purchase of English manufactures, which last year reached the enormous figures of \$77,500,000. Whether this loss of trade will affect the latter's free trade principles is a question that time only can solve, but there can be no question whatever that it is shaping the popular mind in the direction of a retaliatory policy in the matter of tariffs. Indeed we can hardly doubt but that before many years have elapsed, England will, in self-defence, be compelled to put a protective duty upon foreign manufactures entering her ports for consumption within her borders, for it can hardly be expected that she will allow the world at large to compete on equal terms in her home market, the only fair field of this kind she will then have left, while other nations deliberately frame their tariffs, so as to exclude her goods from their home markets. We say that it must come to this sooner or later if protectionist principles spread as they have been during the past decade, for year by year England is finding her markets greatly curtailed from this cause.

When that time comes we suppose that each country will manufacture for and have possession of its own home market, and export to foreign countries only such articles as those which by its natural advantages it is enabled to produce without fear of competition. In such a case we think the nations will be just about as well off as if they had no tariffs at all, and the inevitable result of such a policy will be another transition from extravagant protection to its free trade antithesis, in order to escape the financial panics which periodically disturb nations, no matter what commercial policy reigns supreme.

In the meantime the commercial duel between England and France will attract almost universal attention, and its result will have no small share in shaping the future commercial policy of the nations at large.

PARCEL POST.

We think the Post Master General would confer a great boon upon the general public if he would inaugurate a better system of delivery by parcel post. The present arrangement is good as far as it goes, its only fault is that it does not go far enough, and if the head of the post office department could manage to

make some improvements in the direction of cheapening the rate, and carrying larger parcels, it would be a great boon to the public in general and the jewelry trade in particular. We think the time has come in Canada, when a ten and twenty cent parcel post might be introduced with advantage to the public, and profit to the department.

The charges made by the Express Companies, who have a monopoly of the small carrying trade, are so exorbitant that it would be but a simple act of justice on the part of the post office department, to deliver the public from their clutches in this particular at least. We understand that Mr. Fawcett, the English postmaster general, is introducing a cheap parcel post system in the English post offices, and, as the mother country leads the van in all such economic reforms, it is to be hoped that, if the experiment is successful, a similar system will be tried here. In the jewelry trade, such an arrangement would be highly appreciated, on account of the many small and valuable parcels that are continually passing between the wholesale and retail merchants, and it would at once form a safe and inexpensive method of transit for such parcels, that they do not now possess. The present rate of express charges, from twenty-five to forty cents, is a decided imposition, and the only way we can see of putting a stop to it, and giving the public a fair show, is for Government to take some such step as we have suggested above.

ENGLAND'S MANUFACTURES OF SILVER.

It is somewhat of an anomaly that a free trade country, such as England is supposed to be, should have clinging to the ship of State, such a barnacle as the duty or excise which is levied on her manufactures of sterling silver.

Not only is such a tax a direct violation of England's free trade principles, but it is a drawback to this branch of manufacture of the most serious description. Indeed, so seriously has this tax affected the plate trade, that Mr. Gladstone recently proposed the gradual abolition of the duty, year by year, until it was entirely extinguished. This proposal has been the cause of several meetings of the principal silver manufacturers of England, the result of which has been that acting in accordance with their representations, Mr. Gladstone has agreed

to withdraw the measure entirely for the present. The conclusion reached by these gentlemen, and in which the Premier seems to have concurred, was, that the gradual remission of the tax would prove unjust in its operation and incidence, both as regards the manufacturers and purchasers, whilst, at the same time there need not be the slightest difficulty either in granting a proportionate annual rebate, or in abolishing the charge at once and finally. The latter course, they all think to be the fairest and most advisable course to pursue, but, as Mr. Gladstone could not see his way clear to abolish it altogether, they preferred to have it remain as it was, to have any tinkering with it. One brief glance at the figures below, compiled by Mr. E. J. Watherson, of London, the well known advocate of the freedom of silver plate from taxation, shews that that trade is on the decline :

"The drawback, we may state, is allowed on plate exported. Prior to year 1719 no duty was paid on this class of plate, so that antique plate properly so-called was in no degree depreciated by the proposed alteration. From 1719 to 1758 the duty was 6d. per ounce. From 1758 to 1784 it was free. In the latter year the 6d. duty was reimposed, and was raised to 1s. in 1797, to 1s. 3d. in 1804, and to 1s. 6d. in 1825, since which time it has remained stationary."

Year ending March 31	Weight on which Duty was paid	Weight on which Drawback was allowed	Year ending March 31	Weight on which Duty was paid	Weight on which Drawback was allowed
1855	964,340	156,440	1875	886,492	120,240
1856	863,453	120,453	1876	870,507	104,612
1857	930,707	141,840	1877	798,206	109,264
1858	863,440	166,147	1878	783,151	83,345
1859	801,680	116,146	1879	740,229	85,121

A further serious decline is shown by the returns to March, 1880—viz. to £38,620 oz.; and Mr. Gladstone's statement in the House of Commons proves that the amount of silver upon which duty was paid to March 31, 1881, is considerably under £40,000 oz. Roughly, therefore, in 24 years, the trade has fallen by 400,000 oz., representing a wholesale trade of about 200,000l. per annum.

Comparing this declining exhibit of the silver trade in England, with the healthy and increasing trade of the United States, where the manufacture is free, we are forced to the conclusion that the time honored policy of England in regard to a government tax, and stamp,

is not only worthless as a guarantee of quality, but a serious drawback to the manufacture, without adding much to the revenue.

It has been fully demonstrated that under the American system, professional pride and self interest, are as reliable a guarantee as to quality, as any government trade mark in existence, while its freedom from taxation has given it an advantage over its English competitor, in the open market of the world, by cheapening the cost of production, that American manufacturers have not been slow to take advantage of. If English manufacturers even expect to be able to compete with their American competitors in this branch of industry, they will not only have to have the tax abolished, but to adopt a more modern system of manufacture and keep abreast of the times. If they can succeed in accomplishing these two things, they may expect a revival in their silver trade, for it is an established fact, that a country's consuming power for fine goods increases with its wealth, and, there can be no doubt but that the wealth of England is steadily increasing.

THE LONDON HORROR.

The terrible accident at London on the Queen's Birthday, by which nearly two hundred and fifty souls were hurried into eternity, is an event so appalling as to call forth at once our sympathies for the bereaved families, and our maledictions upon the avaricious wretches whose greed of gain made such a dreadful calamity possible. Both in respect of the number killed, and the dreadful circumstances attending their death, this London horror stands unparalleled in the history of Canadian accidents, and while it is our melancholy pleasure to offer our sympathies to the grief stricken mourners, it is also as much our duty to demand that justice be done upon those whose carelessness caused the bereavement, and that the law be so amended as to prevent as far as possible such an occurrence in the future. From the accounts given thus far, it is quite apparent that a great want of foresight was shown, or intentional risk was incurred in allowing so small a vessel to leave her dock with almost double her registered number of passengers.

In this respect the "Thames Navigation Company" are pretty much like all other corporations of a similar kind.

they are willing to take the risk, provided they can make money by so doing.

As far as Mr. Parish, the Company, or the Captain of the ill-fated steamer, are concerned, we think the law may be safely left to vindicate itself in respect to their share in this dreadful affair; but, so far as the country at large is concerned, it has a lesson to draw from it which should not be thrown away.

In the first place, the number of passengers that pleasure boats are allowed to carry, should be plainly indicated by the Government inspectors, and the particulars posted up in some conspicuous place about the vessel itself, or the dock from which she starts.

In order to prevent overcrowding, the part of the dock where the boats take on their passengers should be fenced off, and the people admitted by a turnstile, so that when the necessary number have got inside the enclosure, the rest can easily be kept back until another boat comes along. This method is found to answer well at the New York and Brooklyn ferries, where they have twenty passengers to every one we have in this country.

Again, each vessel should be provided with a sufficient number of life preservers to give one to each passenger in case of accident, and these should not, as is commonly the case, be put away in almost inaccessible places, but be put in such positions upon all the decks that they can be made instantly available by the passengers.

In addition to a liberal supply of life preservers, each vessel should be compelled to carry upon her hurricane deck a number of "life rafts," so constructed that if she met with a sudden accident, they could be tumbled overboard without any loss of time, or danger of sinking. Any one who has ever seen a crew trying to launch a small boat in a heavy sea, knows how dangerous and uncertain the job is, but the launching of a raft is not only a speedy, but a safe thing, no matter what kind of a sea is running.

A further argument for the use of rafts on our pleasure boats is, that they are very hard to overturn, and if made of cork or other very light material, will float as many as can hold on to them. This is not the case with the life boats, so-called, that are commonly used upon our excursion and passenger vessels, and as was proven a few years ago, in the case of one of the Allan Mail Steamers,

running between Toronto and Montreal, so infrequently are they used, and so little do their crews know about working them, that in case of an emergency, (even upon smooth water), they are practically useless.

If these lessons can be practically taught by the recent disaster, it will not have been altogether unproductive of good results, but it is sad to think that the use of such ordinary safeguards as we have suggested above, have to be forced upon us by such a fearful sacrifice of human life.

Selected Matter.

WHERE AND HOW LANCASTER WATCHES ARE MADE.

Lancaster is justly proud of her industries, and among them all not one has carried her name further or established it more firmly than her watch factory. It was established and incorporated in 1874 as the Adams and Perry Watch Company of Lancaster, but from a variety of causes not necessary to detail in this connection it was reorganized on September 1, 1877, as the Lancaster Watch Company. The Company was a limited one, and on April, 1, 1879, the present organization was effected, and how well that organization succeeded will appear further on. An additional sum of \$100,000 was subscribed, swelling the aggregate investment to \$300,000. The present organization is officered as follows: President, John I. Hartman; Treasurer, John D. Skiles; Secretary, J. P. McCaskey; Directors, C. H. Bitner, A. Bitner, H. S. Gara, B. P. Miller, L. S. Hartman, D. G. Baker, J. B. Knuffman and B. Frank Breneman. These gentlemen are among the leading merchants and professional people of the city, and a wiser selection was never made by man than when they selected Mr. A. Bitner for Manager. Equally fortunate were the management in securing the services Mr. C. S. Moseley as Superintendent; an experience of thirty years in the leading watch factories of the world, many of which were spent as foreman at Waltham and Elgin, fitted him pre-eminently for this work.

THE FACTORY.

The Lancaster Watch Factory is built on a plot of ground comprising three and a half acres, situated on the western suburbs of the city, in close proximity to Wheathand, the former home of ex-President James Buchanan. The main building is a grand

and imposing structure, 140 feet in length, 35 feet in depth, three stories high in the wings, four stories in the centre, and surmounted by a symmetrical tower 70 feet in height. Although this tower is intended for a bell, the bell has not yet been hung and the employees are called to their work by a steam whistle. The entire building is of brick, painted drab, and is admirably lighted and ventilated. It is surrounded by a magnificent lawn, and the visitor to this section is at a loss which to admire the most—the umbrageous trees of Wheathand or the clean cut lawn of Lancaster's leading industrial establishment. The basement is occupied by the machine department, where all the delicate and intricate machinery used in the establishment is made, by the punching department, and by the pattern-making and gilding departments. The first story is subdivided into four departments as follows: The plate, screw, flat steel and train departments. The second story is occupied by the balance, the escape, the damaskeenug, the jeweling, the motion, the springing and the adjusting departments, and the third story (or fourth floor) for the finishing department. The dial manufacturing was formerly on the third story, but this is now found in a wing recently erected, and of which we shall write further on. The power is supplied by a thirty-horse-power engine and two boilers. The offices of the factory, two in number (one on each side of the main entrance), are beautifully papered, and for a distance of several feet from the floor wainscoted in north Carolina pine and walnut. They are richly furnished, have handsome gas fixtures, are heated by steam (as is the entire factory), and have communication by speaking trumpet with every room in the large building. In every part of the building, with the exception of the corridors and offices, the entire walls and ceilings are wainscoted in Carolina pine, completely excluding all dust.

It should be understood at the outset that only the movement of the watch is made in this factory. Originally, under the present organization, nine grades of watches were made, as follows: Stem-winding—Lancaster, nickel; Melrose, nickel; Lancaster, gilt; Keystone, gilt; Fulton, gilt; Franklin, gilt. Key-winding—Keystone; Fulton; Franklin. Now fourteen grades are made, the five following having been added: Stem-winding—West End; New Era; Record. Key-winding—West End; New Era. All of

these additions, except the Record, are gilt and that one exception is nickel.

ITS PRESENT AND ITS FUTURE.

There are at present three hundred employees in this factory, consisting of men, woman, girls and boys. Girls and boys are not taken under the age of 16 years, and a more intelligent, better kept or more tidy set of hands cannot be produced in the country. One-third of the employees are woman. On Thanksgiving Day it became necessary to put in an additional boiler, and when your correspondent visited the place this week he found a brick wing, fifty feet in length in course of erection in rear of the main building. During December 70 watches (or movements) were produced daily; this month they are averaging 100 movements daily. They cannot supply the demand, being now ten months behind their orders, and one order from England has remained unfilled for eighteen months. In the early spring other additions will be made to the main building, and by July 1 they fully expect to employ 500 persons, and by the 1st of January next 1000. These may look like big figures, but the demand for the watch warrants the estimate, and Manager Bitner has the judgment and nerve to carry it to a successful conclusion. It is the ultimate purpose of the present Managers to produce one thousand watches daily, and they will consummate it before another New Year dawns upon us.

EMPLOYERS AND EMPLOYEES.

One of the secrets of success in this great industrial establishment is the reciprocity of good feeling which exists between the employers and the employed. The men, women and young folks feel as great a pride in the success of the works as do the Managers themselves. They make it their boast that they work in the Lancaster Watch Factory, and if the watches score a victory anywhere they, too, rejoice in it. And why should they not? Is it not by their skill, coupled with the good judgment of the management in getting the wares into a good market, that these successes are achieved? On Christmas Day Manager Bitner presented the foreman of each department in the factory with a handsome testimonial. It consisted of a neatly-printed congratulatory address to the employees, and pledging himself and the management to their interests so long as they should continue faithful to the interests of the Company. The testimonial was printed on white satin, bordered

and fringed with gold, and the affair created an era of good feeling that will be great and lasting in its beneficial results.

In addition to circulating hundreds of thousands of dollars annually among our merchants and trades-people, the watch factory has been the means of building up the western suburbs of the city. The Messrs. Bitner have not only built a beautiful villa, now tenanted by employees of the works, but all the streets leading to the vicinity of the factory have been built up within the past two years. Houses have sprung up as if by magic, and the western "addition to Lancaster," through the instrumentality of the watch factory, has come to be one of the most important factors in the city's enlightenment and consequent prosperity.—*Philadelphia Press*

THE DRUMMER.

There are few, indeed, outside of the commercial world, who are intimately acquainted with the seemingly brilliant life of the average travelling salesman, and none without practical experience can realize the most essential qualities necessary for success on the road. Notwithstanding, the general impression prevails that any one, with ordinary business capabilities, may readily become a successful drummer. That this idea is wholly incompatible can be seen from the fact that not only must a drummer be an excellent judge of human nature, at the same time possessed of much ready wit and a smooth tongue, but above all, great discretion in knowing when and how to use them.

In engaging a representative for the road, the utmost care is exercised in selecting a man who can fill the following requirements: neatness, honesty, sobriety, perseverance, patience, and besides, what is of greater importance, amiable under all circumstances. In fact, as near perfection as it is possible for a human being to attain. Hence the limited number, among the great army of drummers, who are in any way competent to represent a firm on the road and assume the responsibilities.

The average drummer, and more especially the young men, are careless and extravagant, and even regarded by many as being privileged characters, devoid of principle, whose only ambition, and in fact sole occupation, consists in sitting in a large arm-chair in front of some hotel, with a cigar in his mouth, and winking at the pretty girls.

Whatever faults the drummer possesses can be attributed to the influence of temptation such a calling affords. A man continually travelling has no home life, and everywhere he makes himself at home. Many imagine the life of a drummer a pleasant one. True, there is a certain charm in going from place to place and coming in contact with various kinds of people. Many incidents are encountered, and travelling abounds with adventures. After a few years of roaming, however, the charms disappear. All that was interesting or amusing begins to wane, and the drummer's life grows monotonous. It is then that he appreciates the comforts of a permanent home, and only pursues travelling in order to satisfy his appetite and passions.

The drummer seldom waits for an introduction, and when one drummer meets another they exchange cards, and, providing they are not in the same line, become friends. As a rule, the drummer is a jovial, good-natured, entertaining fellow, but, withal, he frequently suffers abuse and humiliation at the hands of uncivil merchants, who take delight in treating him with indifference, and even contempt, informing him in the most abrupt manner that "mercantile tramps" are not welcome, and a few go so far as to announce their meanness on a placard hung up in some conspicuous place. The experienced drummer gives not the slightest notice of such rebuffs, for he holds that forbearance is the sublimest courage, and tenacity the greatest virtue.

Not long since business called me to Council Bluffs, Iowa, where I had never had an occasion to stop before. On entering the store of a prominent merchant, I was informed by one of the clerks that the proprietor sat in the rear, perusing a paper. I advanced towards him, and on seeing me he deliberately arose, adjusted his eye glasses, scrutinized me from head to foot, sat down again, and resumed reading. I approached, wished him a good morning, and expressed my surprise at his conduct.

"I knew you were a drummer," was the reply.

"Pardon me, kind sir; a commercial tourist, if you please."

"Well, what do you intend to bore me with?"

"Sir, I am a stranger in a strange city. I am the representative of one of the largest and most extensive drug manufacturers in America, and have taken the liberty to call in hopes of being

welcomed to your beautiful city, and also to make a few inquiries regarding several parties who desire to purchase our wares, but if my presence is annoying I beg a thousand pardons for the intrusion."

"My young friend give me your hand, and forgive me; but really these drummers (commercial tourists, if you please), have so provoked me of late that I swore they ought to be exterminated. Pray be seated, and if I can atone for my rudeness by being of any service to you I shall consider it an honor. Do you anticipate remaining in Council Bluffs over Sunday? If so, I should be most happy to have you visit me, and I will endeavour to make it as pleasant as possible for you."

"I regret exceedingly to decline your kind invitation, but I am booked for Omaha, where letters await me."

"Oh, but I insist upon your remaining, and will have your letters attended to. Come, now, what do you say?"

"Well, I will consent on one condition, and that is if you will promise to purchase a bill of shirts from me."

"But you informed me that you were selling drugs."

"Pardon me, I will explain. I did not think my line was drugs until arriving in the city, when I learned, to my sorrow that the merchants had just returned from market and had purchased their stocks, and that shirts were indeed a drug. Now, sir, you can be of service to me by walking to the hotel to inspect our patent new fangled, self-ventilating, concave and convex, double seam, re-enforced—"

"Stop, young man; I have been in business during the past twenty years, and this is the first time I have been taken in. I will go to the hotel with you and purchase a bill of goods, although I am overstocked. Come and take a drink."—*J. W. F. in Hutter and Furrier.*

THE INVENTOR.

HOW HE PLACES THE LIFE OUT OF HIS POOR WIFE.

"It is very well to talk about working for the heathen," said one, as the ladies of the circle put aside their sewing, "but I'd like to have some one tell me what I'm to do with my husband."

"What's the matter with him?" asked a sympathetic old lady.

"William is a good man," continued the first, waving her glasses in an argumentative way, "but William will invent.

He goes inventing round from morning till night, and I have no peace or comfort. I didn't object when he invented a fire escape, but I did remonstrate when he wanted me to crawl out the window one night last winter to see if it worked well. Then he originated a lock for the door that wouldn't open from midnight until morning, so as to keep burglars out. The first time he tried it he caught his coat tail in it, and I had to walk around him with a pan of hot coals all night to keep him from freezing."

"Why didn't he take his coat off?"

"I wanted him to, but he stood around till the thing opened itself trying to invent some way of unfastening it. That's William's trouble. He will invent. A little while ago he got up a cabinet bedstead that would shut and open without handling. It went by clockwork. William got into it and up it went. Bless your heart, he stayed in there from Saturday afternoon until Sunday evening, when it flew open and disclosed William with the plans and specifications of a patent wash-bowl that would tip over when it got just so full. The result of that was I lost all my rings and a breast-pin down the waste pipe. Then he got up a crutch for a man that could also be used as an opera glass. Whenever the man leaned on it, up it shut, and when he put it to his eye to find William it flew out into a crutch and almost broke the top of his head off."

"Don't any of his inventions amount to anything?"

"He says they do. Once he invented a rope ladder to be worn as a guard chain and lengthened out with a spring. He put it around his neck, but the spring got loose and turned it into a ladder and almost choked him to death. Then he invented a patent boot-heel to crack nuts with, but he mashed his thumb with it and gave it up. His coal scuttle has made more trouble than anything else. It was riveted to the grate, and when the fire got low it would turn over and pour on coal. The rivets got rusty so he couldn't get it off, and I just sit up in bed and listen to that scuttle all night. Then he arranged a corn popper so it would wiggle itself, and now he can't stop it. You can hear that popper going around in the closet, and he won't let me throw it away, because he wants to invent something to hold it still. Why, he has got a washtub full of inventions. One of them is a prayer book that always

opens at the right place. We tried it one morning at church, but the wheels and springs made such a row that the sexton took William by the collar and told him to leave his fire-engines at home when he came to worship. The other day I saw him going up street with the model of a grain elevator sticking out of his hip pocket; and he is fixing up an improved shot tower in our bedroom."

"Does he make any money out of his inventions?"

"He doesn't appear to. The other night a man came down and wanted William to get up a patent umbrella fastening. Since then he has wrecked all the umbrellas and parasols in the house. We haven't a thing to use if it should rain. Now he's at work on a combined cat and rat trap. The cat and rats go in at different ends and eat each other up—at least he says they will; and after that he is going at a pair of pantaloons, in which a man can fall down without spraining his leg. William means well, but he's got that mania for inventing, and I don't know where it will end." And the old lady sighed as she started for home to see what new inconvenience her ingenious husband was preparing to perpetrate.

SMALL ARMS vs. ARTILLERY.

The last report of the Chief of Ordnance is strengthened in the direction of the uselessness of the bayonet when the results of the trials of military small arms undertaken by Col. Benton and Capt. Greer are examined. The more small arms are improved the greater will be the tendency to fight at "long bowls." When, as these officers show, the service rifle, with service cartridge, is amply sufficient to disable, and possibly to kill, up to nearly 3000 yards, and that a 500-grain bullet fired from any rifle with a twist sufficient to give the necessary rotation will range nearly 3700 yards, and that with a specially prepared cartridge a longer range can be obtained, the efficiency of powder and lead can be better understood. Of course this is too long a range to be effective, but still it is on record that when fighting the Russians the Turks used their American-made arms effectively at 2500 yards, and that they went into action with from 100 to 150 cartridges to the man. Can, however, a target at 3000 yards be hit at all? Capt. Greer gives to Mr. R. T. Hare, of the national armory

at Springfield, the enviable distinction of being the only person in the world who has ever hit the bull's-eye, 6 feet in diameter, at 2500 yards, with three different rifles, and who has once even hit the same-sized target at 3200 yards. This is indeed long-range shooting. In this shooting the gun was held under the arm, a muzzle-rest being used. The elevations under such circumstances may interest our national guardsmen who try their hands at Creedmoor. At 2000 yards, with the Springfield service rifle, elevation was $11^{\circ} 58'$; with the long range Springfield, $8^{\circ} 16' 2''$; with the second arm at 3200 yards it was $10^{\circ} 51' 37''$. The exact penetration of the ball at this immense range was not studied, but its force was quite positively determined to be sufficient to kill; still, after the ball has flown half its distance its penetration decreases. Now, this brings us to the much-mooted question of the use of small arms at these extreme ranges. The ordnance officers tell us that they can find men in the ranks who will throw all their 10 shots in close proximity, every ball falling within a few feet of the other. "Presupposing a knowledge of the distance and some means of observing the effects of shot to correct elevation, it is evident that even among a small number of troops many would be struck." Of course, for every man killed a large amount of ammunition would have to be used, but still, indifferent to the cost, the Turks fired away at these long ranges and many a Russian was killed. There seems to be something preposterous in the idea of the economy of anything in war, and if you want to kill largely and copiously, since war is waste, paradoxically there can be no waste.

KEEP YOUR STOCK WELL ASSORTED.

Under this head the *Chicago Industrial World* gives the retail dealers some very sound advice. Different views are entertained in regard to the desirability of carrying large stocks of goods, some contending that it is better to buy in moderate lines and frequently, while others assert that the presence of a large stock helps to sell it. Be that as it may, one thing is sure and that is, that stocks, large or small, should be kept well assorted. Whatever view the dealer may take as to keeping a large quantity of any one kind, it is always a matter of good business judgment to keep as full and

complete a stock as is possible. We frequently find merchants who think that it does not pay to buy goods which are not in constant demand, and if a thing is not called for every day, it is dead stock and should not be kept. If such a dealer happens to live in a town where there is an active competition, he will find his customers hard to hold and that every now and then he loses one in a mysterious manner. The wide awake dealer will buy and keep a little of everything that his customers may call for, in order to accommodate them, to keep them from going to other stores to do their trading, and to assure them of the fact that they can have their wants supplied at his store, without the necessity of going elsewhere. Customers do not like to be obliged to run from one store to another to pick up the articles they need. They like to feel that they can send any time to the store where they do the bulk of their trading and get such things as they desire.

Many merchants now-a-days keep memorandum books handy and instruct their salesmen to put down every article called for which they do not have in stock, and these they send for forthwith, in order to keep everything they can and thereby prevent their customers from going to trade with their competitors, and in this they display wisdom. Such dealers are likely to retain a firm hold upon their trade, and all else being equal, are the ones that make the most money and sell the most goods.

BUSINESS CHANGES FOR MAY, 1881.

D. T. Lowes, Hardware, selling out; W. Sanguines, Manufacturers Rakes, Cambray, removed to Islay; J. F. Young, Hardware, Orangeville, removed to Gravenhurst; Hamilton & Massey, Hardware, Montreal, dissolved; James Cowan, Hardware, London, admitted son and nephew into Partnership; A. Labelle, Hardware, Soul, Q., failed; McGillivray Bro., Tins and Hardware, Caledon East, dissolved; Jno. McGillivray continues; S. Walkingshaw, Fancy Goods, St. Catharines, sold out by Bailiff; E. E. Henderson & Co., Hardware, Lindsay, has sold out to James Wetherup.

NOTES AND COMMENTS.

MR. MCGLOCHON, of Maccabees fame threatens an action for \$10,000 damages against Dr. McColloch of St. Mary's for defamation of character.

THE name of Samuel L. Clemens ("Mark Twain") occurs in the list of stockholders of the Independent Watch Company, of Fredonia, N. Y. We are inclined to think that "Mark" will find less money in running a watch company than in writing novels.

THE \$50,000 stock of the Winnipeg Street Railway, put upon the market a few days ago, was subscribed, mostly by the citizens in one hour.

A TELEPHONE has been melted down in New York city by having the current from an electric light turned into it through the accidental contact of the wires.

THE Belgium telephone company have made arrangements so that any of the subscribers leaving word any evening may be awakened at any hour the next morning by means of a powerful alarm.

THE enumerators have completed the taking of the census of the city of Winnipeg, the population of which falls about 100 short of 10,000. The rural districts will take some time longer to complete the enumeration.

"WHAT'S in a name?" Ah! William, you didn't know every thing, that's certain. Salt can be bought for a few cents a quart; but call it chloride of sodium, and the apothecary will mulct you to the tune of half a dollar for one poor scruple.

AT a public meeting held in the town hall at Cayuga a few days ago, it was resolved that the village council be authorized to offer a bonus of \$10,000, with exemption from taxes, to a suitable manufacturing establishment to be located there.

A FRENCH inventor has improved India-rubber and gutta-percha by the addition of a distillate of birch bark, which, it is claimed, greatly increases the durability of the rubber, the new mixture not being acted upon by the air or by acids.

THE bell-punch fraud man has been found in Philadelphia. He had worked his dodge successfully with the conductors four years, the company having lost some \$10,000. The trick was to break a portion of the machinery so that about one fare in ten was lost.

AFTER being in the retail hardware business for a couple of years past, in London East, Mr. Dawson Kerr has assigned in trust. He had but little capital, and being anxious to sell goods, he did entirely too much business on credit for his means. His liabilities are not large.

MESSRS MOODIE & Co., purchasers of the "Diamond Hall," and "London and Paris House" jewelry stocks, have pulled up stakes and gone west to Manitoba. They intend running off the balance of their bankrupt stock in the city of Winnipeg.

THE Pennsylvania railroad engineers say that the "Lancaster" is the best watch made for railroad use. There is probably no employment so hard on a watch as railroading, and if a watch will give a railroad engineer satisfaction, it ought to be good enough for anybody.

As a sign of returning business prosperity in Switzerland may be noted the fact that the watch trade has lately become so active that manufacturers are raising their prices for unfinished watch movements by eighty per cent and for finished watches thirty per cent. This has probably been brought about by the burning down at Beaucourt, in the French Jura, of one of the largest watch movement factories in Europe, whereby Swiss manufacturers have greatly benefited.

THERE is evidently a boom among our inventors this year. The number of applications for patents received at the Patent Office at Ottawa during the month of April was 195. During the month \$5,016 was received in fees for patents, trade marks and copyrights being the largest amount ever received in any one month.

WE are exceedingly sorry to learn that Mr Galbraith jeweler, of Shellbourne, was robbed, a few days ago, of nearly a thousand dollars worth of jewelry. The burglars succeeded in breaking into his store during the night, and secured about sixty watches and a miscellaneous lot of rings, brooches, ear rings, &c. As usual, there is no clue to the burglars.

QUEEN VICTORIA'S gold and silver plate, which is kept at Windsor, is said to be worth \$15,000,000. When the Queen entertained the late Czar shortly after the marriage of his daughter to the Duke of Edinburgh, gold plate to the value of \$10,000,000 was used on the table. The custodianship of the gold pantry at Windsor is considered an office of great trust.

J. A. GAUTHREUX was charged with the theft of nine gold watches and some jewelry from J. S. Coolican of the London and Paris House, Toronto. Mr Bigelow appeared for the prisoner. A large amount of evidence was taken and the accused committed for trial. The same prisoner was charged with stealing jewelry from Waltz Bros. and was committed for trial on this charge also.

A SYSTEM of lighting railroad cars with gas has been tried on the Baltic Railway. The gas is made on the cars by the action of sulphuric acid on zinc, the resulting hydrogen being carburetted by being passed through naphtha vapor. It is said that this gas has very little odour, that its flame is bright, white and constant, and that it is cheaper and gives better results than stearine candles.

A GERMAN has recently patented a mixture of metallic salts, which, when exposed to direct sunlight to the electric or magnean light, and then brought into a dark place, gives off a yellow or a bluish-white light. If the dial-plates of watches are coated with this composition and then with a colorless varnish, the figures may be seen in the dark at some distance if they have been previously exposed to diffused daylight.

SCIENTIFIC men have proved by actual measurement that most of the great silver mines lie 10,000 feet above the present sea level, and, among the richest are some which lie 2,000 feet higher still. Very rich mines have been found as high as 16,000 feet. It is a notable fact that as a rule the richest silver mines lie over 10,000 feet above the sea level. The mines on Ruby Hill are between 8,000 and 9,000 feet above the level of the sea.

A MECHANIC of Rochester, N. Y., has, according to his own statement, just completed a duplicate of the celebrated astronomical clock of Strasburg in which city he was born and lived for many years. The only difference between the two clocks is in their size and in the form of the astronomical portions. The case of the main part of the Rochester clock is ten and one-half feet high, while it is in all particulars exactly proportionate to the clock seventy-five feet high, which it imitates.

HERR SIEMENS and Herr Halske, well-known Berlin electricians, have constructed an electric railway about six miles from the Prussian capital and gave a public trial lately. A simple tram-car with an electric battery concealed between the wheels was propelled over the rails resembling the ordinary ones on railroads, thirty-nine inches apart, and which were connected with an electric battery at the sending station. The greatest speed obtained was eighteen English miles an hour, but a greater rate of speed could be obtained if necessary.

JOHN HOLLAND, of Cincinnati, has made an important discovery of a process for fusing and molding iridium, a metal which has hitherto been practically incapable of being formed into bars. The discovery consists in applying phosphorus, when the ore is brought to a white heat, and afterward eliminating the phosphorus by lime applied with great heat, the new metal has the appearance of steel, but is much harder, being next in hardness to the ruby. It will not rust and cannot be injured by acids.

A SUDDEN and unexpected announcement was that of the death of Mr. Wm. Robinson, of the manufacturing firm of Robinson, Howell & Co., of Preston. Mr. Robinson has resided in Waterloo county forty years, and has been councillor and Mayor in Galt, as well as a merchant and a manufacturer. Beginning life, we believe, as a blacksmith, he had qualified himself for a number of honorary positions, which his integrity procured him at the hands of his fellow-townsmen, and he died respected and regretted by the community.

MR. W. S. SMITH, of Guelph, has commenced business in that city, on his own account, as a jeweler. Mr. Smith is well known in Guelph, having been in the employ of the Savage's, father and son, for the past seventeen years, a training that should not only make him a thoroughly competent workman, but a first-class man of business. We wish Mr. Smith the success which he deserves.

THE 'Canada Clock Co.,' of Hamilton, are now turning out a very fine line of fancy walnut clocks, which they are putting upon this market through the agency of the jobbers houses. They claim to make as fine a clock movement as any factory in the United States, and expect, under their new management, to secure a large share of the home trade. As they have a protection of 35 per cent duty, we cannot see why they can't undersell any imported goods of a similar kind.

THE pyramid of Pueblo in Mexico is larger than the great pyramid of Cheops in Egypt. The latter covers but fourteen acres while the Mexican one covers forty acres of ground, and originally was 600 feet high. It is made of sundried brick, and is supposed to have been built 3,000 years ago, but by whom none can say, nor for what purpose. The investigation by Charney, under the auspices of Mr. Lorillard, of New York city, of the 'Lost Cities' of Central America may throw some light on this marvellous Mexican civilization and possibly give the key that will unlock its mystery.

HEVEENOID is the name of a new substitute for vulcanized India rubber now manufactured in New York. The latter is an imperfect mechanical mixture of rubber and sulphur, the former is a perfect chemical combination of rub-

ber, camphor sulphur, and vegetable germs. Heveenoid can be made hard, semi-hard, and soft like rubber. The hard takes a natural and beautiful polish, and the soft possesses many attractive qualities. It is claimed, too, that the substitute can be manufactured at a cheaper rate than ordinary vulcanized rubber. Specimens of this new compound certainly seem to justify the claims made for it by the manufacturers.

THE first two steamers to Prince Arthur's Landing took up twenty-nine commercial travellers. As these gentlemen had only about half a dozen customers to sell to, people may guess what a delightful time they all had until matters were settled. After business, and while waiting for the homeward boat, the travellers accepted a challenge from the local cricket club to play a match at the noble game. The result proved that that the travellers could play cricket as well as sell goods, for they beat the Prince Arthur club by 19 runs. The latter say that even in fun, the travellers are bound to get the best of their customers.

MR. JOHN FIELD began store keeping in Aurora over twenty years ago, and did a very large credit business. In September last he claimed to have a surplus of over \$12,000. However, as the sequel has proved, he certainly was worth much less than this sum. His family, becoming tired of a quiet village life, removed to the city some years ago, and lived in a fine house, nicely furnished. This involved additional expenses—travelling, &c. Heavy expenses and bad debts are the chief causes of his present financial embarrassment. Meantime he has left Aurora.

THE LATEST and most trustworthy statistics of the population of the earth have just been given to the public by Herren Behm and Wagner, the distinguished German geographers. The world is being peopled at the encouraging rate of nearly a million a month. The total population of the globe is now 1,455,923,000, 16,778,000 greater than it was nineteen months ago. Considerably more than half of the people of the earth are gathered in Asia. That continent is reputed to have a population of 834,707,000; Europe, 315,929,000; Africa, 205,679,000. America, 95,495,000; Australia and Polynesia, 4,031,000.

MR. JAMES TURNER, of Hamilton, late president of the Hamilton and Lake Erie Ry., was pleasantly surprised on Monday last. After the last of the affairs of the old Company had been wound up, a few friends met in his office and on behalf of the directors, presented him with a handsome chronograph gold watch, one of the best procurable in New York. Mr. Turner, it is well known, had worked with his usual faithfulness in the interest of the road, and it is pleasant to find his connection with it made the occasion of so agreeable a *souvenir*.

IT WAS demonstrated, if the cable reports are true lately, that telephoning through a submarine cable was successfully done between Calais and Dover. It is said that conversation was kept up without interruption across the channel by means of a new kind of telephone, which has been patented under the name of the electrophone, this too when the other wire of the cable was in continuous use transmitting

telegraph messages. The inventor maintains that it is as practicable to talk across the Atlantic as between the points mentioned.

CHAS. RILEY, who has been secretary of the Commercial Travelers' Association of Canada, decamped a few days ago, and is at present sporting himself in Uncle Sam's dominions. It is reported that his books are in a very muddled condition, and his cash short to about the tune of one thousand dollars. Riley has been drinking very hard for some years past, and it was only because of his personal good qualities that the association retained him in the office. Now that he has himself cut loose from the Association, it is to be hoped that they will elect to the office a man of ability, and temperate habits, and one, moreover, that will do the Association's work as it should be done. We think there is plenty of room for reform.

THE revenue of the Dominion for the month of April (exclusive of British Columbia) amounted to \$2,284,560, an increase of \$315,461 over the same month last year. The following table shows the increase of revenue in the respective months over the same months last year:

July.....	\$ 509,541
August.....	837,799
September.....	693,165
October.....	448,945
November.....	480,607
December.....	467,992
January.....	600,993
February.....	374,218
March.....	320,157
April.....	315,461

Total\$5,048,878

MR. HARRISON STEPHENS, a former merchant and well known citizen of Montreal, died in that city on Monday last. He first came to Montreal in 1828, and for a number of years previous to 1849 was a partner with the late Hon. John Young. It is related of him in a local journal that in 1830 the Bank of Montreal refusing to discount his paper, he proved he was not in its power by drawing \$150,000 in silver, which he took with him to New York on two sleighs. His action was not relished by the Bank and he only desisted from drawing specie at the request of Mr. John Torrance who waited upon him at the instance of the directors, and came to terms. Mr. Stephens was reputed to be worth at his death, several millions of dollars.

THE Vanderbilt party, including a number of Canada Southern officials, left Detroit on a special train for Buffalo. After crossing the river at Amherstburg the Fontaine engine, with Engineer Clapp at the throttle, was coupled to the train, and at 12:38 o'clock the flyer pulled slowly out of the depot. The run was made to St. Thomas without a stop, and was a marvel of speed. The distance is 111 miles, and it was compassed, the managers of the road claim, in the unparalleled time of 98 minutes. The train left St. Thomas at 2:35 o'clock, and reached Victoria at 5:08 o'clock, the distance is 118 miles, and five stops were made. The run was made in 153 minutes, sixteen minutes is deducted for time lost in making the five stops, which leaves the running time from Amherstburg to Victoria, a distance of 229 miles, in the superb time of 2:35 minutes.

THE rapid growth of English trade in American clocks must be very gratifying to the manu-

facturers, Mr Edward Rigg gives in the April *Horological Journal* some carefully prepared tables from which we learn, that England imported in 1867 one hundred and twenty-three thousand eight hundred American clocks, the value of which was \$261,235. In 1879 the trade amounted to three hundred and seventy-six thousand clocks at a cost of \$669,280. The statistics in regard to American watches could not be very accurately obtained. All American watch movements are imported as watch material, since they are without cases. The American Watch Company sent out about twenty-five thousand watches to England in 1880, valued at \$200,000.

BANKING circles in Canada will learn with regret of the death, after a brief illness, of Mr. J. G. Harper, agent in New York of the Bank of Commerce. For a number of years Mr. Harper was connected with the Commercial Bank in London. He went from that city to Toronto as manager of the Bank of Commerce and then to Montreal where he established a branch of that bank, in charge of which he remained two years. It is now almost ten years since he was placed in charge of the New York business of the Bank of Commerce. The *New York Post* says:—"Mr. Harper was a man of high character and of great experience and ability in his line, and his death will be a loss not only to the institution which he so ably represented, but to the business community here, of which he was a respected and influential member."

LONDON papers, in noticing numerous large orders for locomotives given out in the last few months, remark that the use of iron and steel in the under frames, and even in the bodies of railway cars, seems to be extending, and the American method, which has been adopted by some of the leading English companies, of supporting long passenger carriages on "bogies trucks," is likely to become more general. We certainly hope so. The American system of passenger car construction is incomparably better than the English, as experience with American cars on English roads has shown. The English railway carriage, when thrown from the rails, usually goes all to pieces, photographs of such wrecks showing that they commonly consist of a confused pile of panels and doors, with broken iron-work and shattered framing. A good American car, honestly built, can be thrown against a solid obstruction at a speed of 25 miles an hour without breaking up; and if it were not that the passengers are thrown about and brought in contact with seat backs, and the hanging work on the ceiling and sides, an accident of this character would rarely be attended with serious consequences, whatever the speed.

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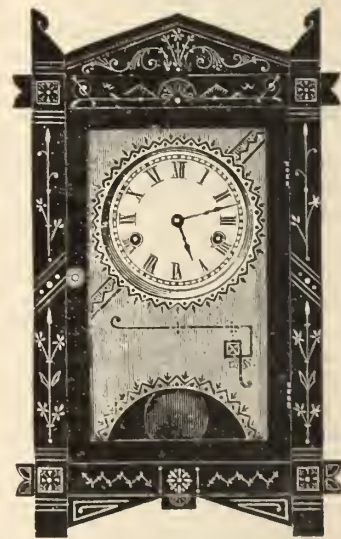
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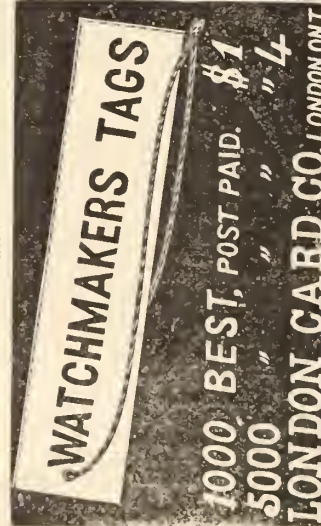
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OLD CLOCKS.

At a meeting of the Archæological Institute held on March 1st, 1861, and also at a meeting of the Society of Antiquaries held on June 20th in the same year, Mr. O'Morgan exhibited a miniature clock in the form of a square tower surrounded by a dome, on which stood the figure of a boy playing on a lute. The height of the clock without the dome was only one inch and three-quarters. The case was of silver gilt, the works of steel. It went twelve hours, struck, and had an alarm. Mr. Morgan believed it to be of German work, and placed its date about the year 1600. It was the smallest strnding clock he had ever met with. And at a meeting of the same Institute held on December 7, 1855, the same gentleman exhibited two clocks of novel design and construction. One was in form of a griffin, bearing an escutcheon, on which was the dial; the animal constantly rolled its eyes whilst the machanism was in movement, and it opened its mouth when the quarters struck, and flapped its wings at the striking of the hour. The other was in the form of a crucifix; the hours were shown on a globe, which revolved on the top of the cross. The date of this strangely shaped clock was the early part of the seventeenth century. In the South Kensington Museum is another clock arranged as a crucifix. It is of ebony, silver, and gilt, and enameled bronz. It is of French or Flemish manufacture of the seventeenth century. Its height is fourteen inches and a half.

The Hon. W. B. Warren Vernon has a clock of gilt metal in the form of a turret, with a pinnacle top, upon a stand of ebony it has chased silver ornaments, and is of the seventeenth century. And of French manufacture. In the South Kensington Museum is a medallion clock, in a rock crystal case, supported on a baluster-

shaped crystal stew; it is dated 1609; its height is seven inches and three-quarters, and it was purchased at the Bernal sale for £14. Mr. A. J. B. Beresford-Hope has a gilt metal clock with columns and pinnacles at the angles, engraved dial, and square *repousse* stand; it was made at Strasburg in 1614; also a gilt metal table-clock of hexagonal shape, with glass panels, resting on six terminal figures; it is of the seventeenth century.

In 1605 a clock was put up in the cathedral at Frankfort. It consisted of three parts or divisions. In the lowest, which looked like a calendar, where several circles, the first of which showed the days and months, the second the golden number, with the age and change of the moon, and the third the dominical letter. The fourth and fifth circles represented the ancient Roman calendar. On the sixth were the names of the apostles and martyrs, the length of the days and nights, and the entrance of the sun into the twelve signs of the zodiac. The seventh and eighth circles exhibited the hours and minutes when the sun rose and set. In another circle the divisions of the twelve signs of the zodiac, the four seasons, and the twelve months were marked. A circle in the centre showed the moveable feasts. The figures which struck the hours represented two smiths with hammers in their hands. This piece of mechanism was repaired for the first time in 1704.—*Curiosities of Clocks and Watches.*

ASSIGNMENTS IN TRUST.

Assignments made in trust for the benefit of creditors being, under the law now in force in this Province, the only means of effecting a rateable distribution of the assets of insolvent debtors, should meet with every encouragement from creditors and courts. So long as there is a real intention on the part of the debtor to give up everything, to be divided proportionally among all creditors entitled to participate, as little effect as possible should be given to technical objections to the particular form of assignment made. This is apparently the

course approved of by the wholesale trade generally on this subject, but there appears to be exceptions. Fortunately, our judges do not seem disposed to look favorably on litigation, having for its object the defeat of such assignments honestly made.

An instance in point has arisen quite recently in the case of one Cornish, a retail boot and shoe dealer of this city, who made such an assignment to Mr. Badenach, formerly an official assignee for this county. One of the Montreal creditors, having obtained judgment against Cornish, insisted on his stock being sold out by the sheriff, and the validity of the assignment tested in court. The interpleader issue directed for this purpose came on for trial before Chief Justice Wilson, of the Court of Common Pleas, at the present Toronto Assizes. One of the objections taken was that the deed was void because it permitted the trustee, if he saw fit, to employ the insolvent in the winding up of the estate. Another was that the deed was void by reason of a provision contained therein that the trustee should incur no personal liability except for his own wilful acts and defaults. These and other objections, all being of a similar kind, were promptly over-ruled by His Lordship, without even calling upon the opposite counsel for any argument upon them. The only authorities cited in support of the objections made, were some American decisions, which the learned Chief Justice, thought were not applicable under our law.

We understand that the assignment made by the Wellington Oil Company, of Guelph, is being questioned, in the interest of one of the London creditors, on somewhat similar grounds. It is more than probable that the objections made in that case will meet with the same treatment when they come before the court as those made to the Cornish assignment received. This would be a matter of congratulation to every one interested in securing an equitable distribution among all creditors, of the effects of bankrupt debtors.—*Monetary Times.*



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Which supply a want long felt by the general public. They are made of Two Plates of Solid Gold overlaying a plate of composition metal, in such a manner as to leave no exposed parts.

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The Composition Metal supplies the necessary strength and solidity, making the case the best in the world for protection to the movement and wearing qualities at a low cost. In beauty of design, appearance and finish they are not surpassed by anything in the market. They are guaranteed by the Manufacturers to wear for 20 years, each case being accompanied with a Certificate of which the following is a copy :—

" This is to certify that the accompanying case No.— was manufactured under James Boss' patent of two plates of solid gold overlaying a plate of composition metal, and is warranted to wear 20 years."

" Hagstoz & Thorpe."

They are now FOR SALE BY NEARLY ALL THE WHOLESALE HOUSES IN CANADA, and dealers should be sure that they get none other, as Boss' Patent is the only case made with Two Plates of Solid Gold.

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EVERY WATCH
FULLY GUARANTEED
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FIVE YEARS.



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HAVE
FINE THREE-QUARTER PLATE
MOVEMENTS.

THE BEST WATCH IN THE WORLD FOR THE MONEY.

IN reference to the merits of the Lancaster Watch, the following testimonial from J. P. Wickersham, Esq., Superintendent of Public Instruction for the State of Pennsylvania, speaks for itself. It reads as follows :

LANCASTER, Nov. 1st, 1878.

A. BITNER, ESQ.,

General Manager, Lancaster Watch Factory.

DEAR SIR :—In answer to your inquiries of Oct. 28th, I have to say that I was absent on my recent European tour just four months. I carried with me a watch made at the Lancaster Watch Factory. Before starting I set it to the time of the Pennsylvania Railroad. It was never changed during the entire trip, and, upon my return, IT WAS ON THE MINUTE WITH THE SAME RAILROAD TIME

When at Geneva, Switzerland, with a dozen or more American friends, I visited the celebrated Watch Factory of Patek, Philippe & Co., whose American agents are the great house of Tiffany & Co., New York. After being shown through the factory, we were conducted to the salesroom, where our attention was called by the Superintendent to a large number of very fine watches, the product of the establishment. He also gave us his reasons for thinking that better watches could be made in Switzerland than in America. When he had concluded, I handed him my Lancaster Watch and asked him what he thought of it. After examining it with the eye of an expert, and with marked interest, he replied, speaking at brief intervals : "I have never seen this watch before. . . It is a good watch. . . It is better than the Waltham. . . It is the Best Watch made in America." What adds force to his opinion is the fact that he had carefully studied all the finest American watches exhibited at our Centennial Exposition. All my friends heard the remarks above quoted, and will vouch for the accuracy of my report of them.

Yours truly,

J. P. WICKERSHAM."

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THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, JULY, 1881.

NO. 11



WALTHAM WATCHES!



LEE & CHILLAS,

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Wholesale Agents ^{FOR} Canada

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SILVER AND GOLD CASES.



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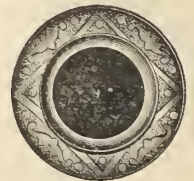
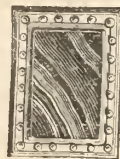
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Collar open.



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MANUFACTURING JEWELLERS, WHOLESALE JOBBERS,
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TORONTO, ONTARIO, JULY 1881.

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THE TRADER PUBLISHING CO.,

No. 13 Adelaide Street East, Toronto, Ont.

GOODS TOO CHEAP.

Goods at less than Cost! Such is very often the bait with which unprincipled dealers, wholesale and retail, attempt to catch their customers, and in a great many cases they effect their object and make people believe that they are mercantile philanthropists, doing business only for the good to the people at large, and not with any view whatever of benefiting themselves. This idea of selling goods at less than cost is a delusion and a snare; it can't be done honestly, except under very exceptional circumstances, and as a rule is seldom done at all.

Whenever a person is offered goods at less than cost of production he may rest assured that there is a screw loose somewhere. Either the goods are not of the quality represented or they have some defect in style or finish.

People don't do business for the fun of the thing, or even to oblige their customers; as a rule they do it to make a living, and a merchant might just as well expect to sell quarter dollars for twenty cents and make money out of the transaction as to make a living by selling goods at less than cost of production. And what is true of the seller is equally true of the buyer, only in the very reverse direction. Any buyer that was offered quarters for twenty cents would either take the person offering such bargains for a fool or test well the coins to see that they were not spurious, as in ninety-nine cases out of one hundred they certainly would be. The principle, however, is the same, whether the articles be goods or money—I don't pay to sell goods at less than cost, therefore it is rarely done with honest goods. There is

hardly any such thing as getting a bargain in the ordinary articles of every day life, and thus it turns out that what appears to be the dearest articles are as a rule the cheapest, because their being higher is a proof of their genuineness.

In this connection we read a very amusing incident the other day which amply illustrates the point we have been writing about:

"A grocer in Janesville wrote to a spice house in this city, wanting to buy some brown pepper at nine cents a pound. Now, pepper costs fifteen cents a pound and the grinding costs two. The cheapest pepper which the Chicago house had was twelve cents a pound. The members of the firm deliberated some little time whether they should throw away the order or get up something to suit the man. Finally, unwilling to lose a customer, they took a little black pepper, considerable buckwheat bran for body, and some cayenne pepper for heat, and made up a mixture that was sent him for sale at nine cents a pound. Now to apply. Honest ground pepper cannot be sold for less than seventeen cents a pound; so if anybody's grocer offers to sell it to him for less than that the purchaser knows that he is not getting a genuine article."

This observation is certainly true about a great many other articles besides pepper in the grocery business, but we don't for a single moment suppose that any person in either the Hardware or Jewelry business would do such a thing, oh, no! There's tricks in all trades but ours, is a common saying, but in spite of all this, we would advise our friends to examine well before purchasing goods below cost.

THE QUEBEC FIRE.

The old adage that "misfortunes never come singly," has been amply verified this year as far as the Dominion of Canada is concerned. Only last month we had the painful task of recording the horrors of the accident on the river Thames at London; this issue, we have to chronicle the great fire in the City of Quebec, by which some valuable lives were lost, and several thousand people rendered homeless.

Although, neither rivalling in extent nor loss of life the great conflagrations of Chicago, St. John's, or Boston, the late Quebec fire is by far the most destructive that has been recorded for several years

past. From the published accounts it appears that there was a great scarcity of water, and that although the fire brigade of the city nobly did their duty, their efforts were almost fruitless in arresting the progress of the devouring element.

The frequency with which these large fires are occurring should surely be a lesson to those cities whose water supply is hardly sufficient for their ordinary necessities, let alone such a terrible contingency as that which arises when a city is threatened with destruction by the flames. There are two weak points in most of our Canadian villages, towns and cities, to which our attention should be directed in a very practical manner; viz.:—the one indicated above, inadequate water supply, and the danger of having so many wooden buildings congregated in such close proximity as they generally are in our centres of population. In a wooden country such as we inhabit, where the many are obliged to use wood as a building material on account of its cheapness, great care should be taken to avoid the overcrowding of such buildings. Where at all possible, the houses should be built detached and trees planted between them, the streets might be made very much wider than they are at present, say 100 feet, and planted with rows of trees on each side. If these simple expedients were carried out, they would not only form in themselves natural barriers to aid in curtailing fires, but add very much to the health and beauty of any town or village adopting them.

But beyond these things, useful as they are in themselves, every place of any importance ought to have a good supply of water, and some adequate means of applying it when wanted. If such a state of affairs had existed in Quebec, thousands of her citizens would probably have had their homes to-day instead of a few smouldering ashes; but it seems that the city was so badly off for water, that for ordinary domestic purposes only one section could be supplied at a time, the rest being cut entirely off until their turn came.

How the rulers of the city could expect to be safe from such a calamity as has overtaken it in the face of such culpable neglect we cannot see; it is to be hoped, however, that the lesson may not be thrown away upon those who have the controlling of its affairs.

The fate that overtook Quebec and many smaller towns in Canada, is still

in store for such places as neglect to use the precautions that experience and prudence would dictate as being necessary to prevent such calamities. It is only the wise that profit by such lessons, to the unthinking these occurrences serve only for a ten days' wonder, but produce nothing in the way of practical results.

THE FORTUNE BAY SETTLEMENT.

It is now understood that the British Government have given in to the American claims on behalf of the Fishermen outraged at Fortune Bay, Newfoundland, and have agreed to pay the sum of \$75,000 to settle the affair.

We had hoped that the Gladstone Government would have exhibited just a little firmness in this affair, and have treated this preposterous claim with a firm refusal, but the result clearly shows what has been time and again asserted by Americans themselves in a boasting spirit that whenever England and America have any differences to settle by friendly arbitration, the latter can "draw the wool over their eyes" and beat them every time.

Whether this is because English Statesmen have a profound contempt for the almighty dollar, or that their perceptive faculties are not so clear as those of Brother Jonathan, we are unable to say, the result however is invariably the same, viz: that either the English taxpayers have to pay for their leaders' stupidity or want of tact, or the Canadian Colonist has to foot the bill. In either case the receipt of payment is generally accompanied by some self satisfied utterances of the great American Nation over the effete and decaying people of the Old World.

Now in these transactions we do not think that the American people or their representatives are to blame; the real fault rests with the representatives of our own nation who are either ignorant of the rights of their Colonial dependencies or are willing to make them a makeweight in effecting imperial negotiations.

In this Fortune Bay affair, or 'outrage' as the papers across the line grandiloquently term it, American fishermen were presuming to do what the Newfoundland fishermen were by their own local laws prevented from doing, viz. fishing on the Sabbath. The American fishermen were asked to desist from

breaking these local laws but refused, whereupon these Newfoundland fishermen took the law into their own hands and drove them off. In doing so they spoiled a few hundred dollars' worth of nets, and deprived these innocent Americans of the pleasure and profit of breaking the Lord's day. Could ignorance go further than this? It is quite evident by the American claim and the English payment of it, that the representatives of these two countries thought about alike on this subject.

There is a principle involved in this award, however, which we have not yet heard the end of, and we very much fear that it may crop up unpleasantly when we least expect it.

If the American Government were right in demanding, and the British Government in paying this award, then we think it pretty clearly establishes the point, that in the opinion of the two high contracting powers, our local Canadian Laws are in no way binding upon our American cousins, but that in all matters of dispute they can be a law unto themselves.

In the present instance the Yankee fishermen claim the right under the treaty to fish on Sunday, a privilege that the native Newfoundland fishermen were debarred from exercising, and for the breach of which they would have been punished by their own laws.

It seems highly unfair that a foreigner should be allowed to break a law with impunity, for which a native would be severely punished did he attempt to do likewise, but what are we to think when a foreigner not only breaks the law, but claims and actually gets damages because an attempt was made (illegal we grant) to make him do what the law proclaimed to be right. As we said before, a more stupid piece of blundering on the part of the British Government has rarely happened, and the probability is that this very award will encourage these cheeky American fishermen to further acts of law breaking, in the hopes that they may again be interfered with as before.

Yankee fishermen are shrewd enough to know that as long as John Bull will shell out, being driven off their neighbours' fishing ground for breaking the Sunday laws and getting \$75,000 compensation for it, will pay them very much better than staying there and legitimately catching fish on week days. If it won't, then the fishery rights are indeed much more

valuable than we had imagined or they had tried to make us believe, and if this award be taken as any criterion of value, the privilege of fishing in Canadian waters will be a much more expensive luxury when the treaty comes to be renewed.

There is one lesson that suggests itself very strongly as we consider this discreditable affair, and that is that in all negotiations with other nations the interest of the Colonies are nowhere when any Imperial consideration comes in conflict with them. In nearly every instance where there was a dispute between Canada and the United States, Canadian interests have been systematically ignored or thrown in as a make weight in order to obtain a better bargain for England herself. What we want now, and must have before long is the right to make our own treaties and conduct our own negotiations. Events have already shown pretty conclusively that although English Statesmen are no match for American diplomacy, our Canadian Politicians are more than equal to the task of maintaining the country's honor and defending its rights. In the only instance they ever had of managing their own diplomatic affairs, viz., the Fishery award, our Canadian representatives acquitted themselves so well that our American Cousins have never since ceased to grumble, and this Fortune Bay "outrage" claim is only another way of trying to get even with us on that score.

If it is impossible for us to control our own treaties and negotiations as long as we remain a Colony, then the sooner that we become an independent nation the better for us, for it would be utter folly for us to sit quietly by with folded hands and see our interests over-ridden on one hand or entirely ignored on the other.

We are no advocates of independence for its own sake, for we would prefer to remain with the Mother Country as long as possible, but we cannot allow ourselves to be made a cat's paw of, in order that the imperial chestnuts may be safely brought out of the fire. The sooner that the British Government understands that Canada is not only competent but willing to manage her own affairs, and give her the power to do so, the better it will be for the feeling of friendship between the two countries, for it is quite evident that the popular feeling, that Canadian interests are paramount to all others in Canada, is rapidly gaining ground in this country.

WELLAND VS. ERIE

There can be no doubt whatever, that the enlargement of the Welland Canal marks a new era in the history of the Canadian carrying trade. Hitherto, on account of the lack of proper canal accommodation, we have been compelled to content ourselves with the overflow of a trade, of which our American competitors enjoyed an almost virtual monopoly. The enlargement of the Welland Canal, however, has put an entirely new face on this question, and if we take the full advantage of our new facilities will enable us to compete with our rivals on more than equal terms. Bad as the Erie Canal (or ditch as its American opponents term it) is, experience has fully demonstrated its superiority as a means of cheap transportation over its more rapid rivals, the railroads. This being the case, it is no wonder that this water route has been tested to its utmost capacity, by carrying, for the past few years, every bushel of grain that its lockage accommodation would allow it to take. This being the case, it is evident that the only thing that can make it a more formidable competitor of our Welland route, would be to enlarge its locks or raise its banks so as to give it a greater depth of water.

The enlargement of the locks is regarded by one and all as entirely out of the question, on account of their massive structure and great cost; while the deepening of the water way can only be effected by raising the banks, which, as every one knows, would be a very costly and tedious process. In the meantime, the people of New York are clamouring to have it made a free canal, by removing all the tolls, an idea, which, although cheapening the cost of carrying what grain does pass through, cannot in any way add to its present capacity. If the State of New York were not only to make it free but to give a bonus of ten cents per bushel for all the grain shipped by this route, it is evident that it would not materially affect the prospects of our canal, because, although it is now carrying up to its full capacity, it does not move more than one-third of the western grain that finds its way to the seaboard.

This being the case, we think our chances of capturing the carrying trade of the northern part of this continent, is greatly increased, because, even if the Erie Canal should always be worked up to its full capacity, that capacity is small and constantly decreasing when compared

to the bulk of the grain that has annually to be moved. In other words, after a certain point has been passed, the Erie Canal ceases to be a rival altogether, so that we shall really have the lion's share of the trade, if we only possess sufficient enterprise to enable us to utilize our geographical advantages.

So far as these competing routes are concerned, every one is probably aware that from Chicago to Buffalo, they are identical; from Buffalo to Albany, 345 miles, the Erie route is composed of the Erie Canal, with its seventy-two locks, and from thence to New York, 150 miles, it consists of the Hudson River. The boats or scows which carry grain from Buffalo to New York, take on an average about 7,000 bushels, and cost from \$3,000 to \$3,500 each.

By the Welland route, the grain is conveyed without breaking bulk through the new Welland Canal and Lake Ontario, as far as Kingston, where it has to be transhipped and carried either in barges or propellers small enough to pass through the locks of the St. Lawrence Canals.

At Port Colborne, as the route stands at present, the eastward-bound vessel is 365½ miles from Montreal, of which distance 70½ miles is canal and the remaining 294½ miles is open lake and river navigation. In the 70½ miles of canal navigation there are 54 locks.

The weak part of our route, so far as we can see, is the canal system between Kingston and Montreal, and if our Government ever intend us to reap the full advantage of our expenditure on the Welland Canal, they should at once commence the work of enlarging the St. Lawrence Canals, so as to admit of their passing the same sized vessels through to the tide water without lightening.

At the present time it is cheaper to unload large vessels at Kingston, and convey the cargoes to Montreal in barges, then to lighten them and take the balance of the cargo through in the same vessel.

If the delay and drawbacks of this part of the route could be overcome, it would cheapen the transportation very much. In the meantime, however, steps should be taken to provide sufficient elevator accommodation at Kingston, so as to put our route on a par with the Erie route in this respect.

Once in Montreal or Quebec our route has a decided advantage over the Erie route in point of distance, as Montreal is nearly 500 miles nearer Liverpool than

New York, and if the abuses in towage, pilotage, harbour dues, &c., could be swept away, it would soon bring our ocean freights down to as low a rate as from any port in the United States.

Comparing the rival routes as they stand at present, we find that the cost of transportation might be calculated as follows:

ST. LAWRENCE ROUTE.			
	Cost per bush.	Time.	
Chicago to Kingston, by steam barge and towing consort (old canal size)	4½c.	7 days.	
Kingston to Montreal, by river barges	2½c.	3 days.	
Total, Chicago to Montreal	7c.	10 days	
ERIE CANAL ROUTE.			
Chicago to Buffalo, by barge, steam barges, and towing consort (new canal size)	1½c.	5 days.	
Buffalo to New York, via Erie Canal	5c.	14 days	
Total, Chicago to New York	6½c.	19 days	

This gives us nine days' advantage in point of time, and only half a cent against our route as to cost. This is what can be done with our present canal capacity, provided proper facilities are provided for transport on the upper St. Lawrence, and if that portion of the route could be made to keep pace with the Chicago and Kingston portion it is almost certain that the opening of the new Welland Canal could be made to reduce the cost of transport from Chicago to Montreal to about six cents. The enlarging of the St. Lawrence canals would, it is thought, enable shippers to move cargoes of grain from Chicago to Montreal in FROM EIGHT TO TEN DAYS, at a cost not to exceed FOUR AND A HALF CENTS PER BUSHEL. This, it will be observed, will give us the advantage over our neighbours of two cents per bushel, and from nine to twelve days in moving a cargo of grain from Chicago to the seaboard.

Selected Matter.

HOROLGY IN SWITZERLAND, FRANCE AND AMERICA.

Mr. Henry Ganney, in a recent paper read at the Horological Institute, London, on the practical value of Horological Schools, and their work at the Paris Exhibition of 1878, furnished some very interesting information. Mr. Ganney was one of the British representatives of horology at that exhibition, and he had, previously, carefully investigated the American system of Watchmaking, and advocated its introduction into England. Of the exhibit of Great Britain, at Paris, he said:

And I may say in passing, that the display of English watchmakers at the

Paris Exhibition was with one exception so poor, and consisted in many instances of foreign work, that I should prefer the title of "Anglo-American watchmaker," kindly bestowed on me by a gentleman in this room some years ago, when the merits of the American system were treated as a good joke, and our facts as travelers' stories. But, with our own trade stagnant, the question arises, should not English watchmaking be protected from its friends? And why cannot that which flourishes so well at Besancon, in France, under the shadow of Bunker's Hill, and in the mountains of Switzerland, be allowed to expand in its most favoured home—Clerkenwell—with the fostering care of a Horological Institute? Horological schools may be viewed more as a product of horological success than a cause of it, though doubtless tending to maintain success. By success I mean commercial success, as the most successful schools are maintained where the manufacture flourishes most vigorously, and there the schools are best attended. Geneva, which once boasted the best Horological schools, has been surpassed by Locle, which, once despised, now remains the most active centre of horological productions in Switzerland. The most interesting and novel feature connected with my labors, as reporter for the Society of Arts at the Paris Exhibition, was the examination of the work exhibited by the various horological schools of the Swiss, and more particularly the French school of Besancon, which, being only a few years in existence, had made a special effort to give a good account of itself at the Paris Exhibition. Schools of greater age, and perhaps equal merit, belonging to the Swiss, were there; and, if we are to judge by the work shown, surpassing, in the ability of its pupils, anything Besancon could show, as much of the very best work in the Swiss department was the product of the horological schools, and comprised every class of work, from movements to *fac-simile* English chronometers; and it was difficult to believe one was not looking at work produced in Clerkenwell. At previous exhibitions of continental work I had witnessed, the usual characteristics of foreign work had always been apparent; but in much that I saw it was evident that Swiss workmen had traveled and worked abroad with advantage to their native land; and I saw what appeared to be imitations or reproductions of English and American chronometers and watches,

that not only possessed all the merits of the originals, but, in many instances, surpassed them. It was not claimed for the Swiss schools that the exhibited work was produced by youths who had been entirely trained by the schools, it being in most cases the work of mature hands, who, in the various schools, received the highest practical and theoretical training in addition to what they had acquired as ordinary apprentices or workmen elsewhere.

France, too, has shown great activity in promoting the art of horology in technical schools. That at Besancon is a municipal institution, maintained by the tax-payers. It employs one director, three teachers of the theory of the art, two professors of drawing, and six practical teachers, and contained, in 1880, eighty pupils. The watch manufacture in France has made wonderful strides during the past twenty years, and, like that of America, may be said to have risen from nothing to an important manufacture within the last few years, despite the fact that watchmakers paid, in 1876, nearly a million of francs in taxes to the Government, for stamping the gold and silver cases, of which none are allowed to be made without the stamp or hall-mark. But the manufacturer is protected on his goods by the requirement excluding all foreign cases that have not been hall-marked in France, and, in addition, five francs duty is required on all foreign movements. In the town of Besancon, 16,000 operatives live by the art of watch making and, in the department, over, 40,000 people work at watch and clock making. Formerly, Switzerland sent watches to the value of over 4,000,000 francs a year to France; of late years this trade is changed, and France now exports large numbers of watches to Switzerland. The annual value of horological productions in Besancon and the surrounding districts, is estimated at 25,000,000 francs. The value of the entire clock and watch trades of France was estimated at 57,000,000 francs for the year 1880.

The work done in the French school is the property of the pupil or of his parents, and sells, for its market value, paying more than the cost of the education, if the pupil is clever. The fees are only five francs per month for natives, and twenty francs for foreigners. The work of six pupils between the ages of sixteen and eighteen was exhibited. They had been at the institution from two and a half to three years, and had taken prizes

and medals given to encourage pupils during their terms.

In addition to drawings and models, about fifty watch movements, in various stages of completion, and the majority of them nearly finished, all of their work amply prove these pupils' industry and ability.

Few adult workmen would turn out as much work in the same time, all by their own hands; and I doubt very much if the English trade contains any workman, taught in England, who would undertake to produce such a variety of work of equal excellence. A maker of repeating movements has not yet been known in England for the last fifty years, at about the beginning of which time that branch of industry died out here. The practice now is to import that class of work from abroad, and to finish it by addition of the ordinary going train of our own style of work. The best piece of work of one pupil about seventeen years of age is a fusee keyless pocket chronometer, finished and full jeweled, and ready for the hair-spring. A still more complicated piece of most beautiful work is his keyless repeater lever, finished and full jeweled; and a keyless lever, with Breguet spring, showed that springing is by no means neglected, though in the springing no special excellence was instanced, or could, indeed, be looked for from one so young; the wonder was how so much skill could have been acquired in so short a time as about thirty-four months. As many years might have been deemed a reasonable time to learn so much. This seems to indicate some special system of correcting the work of pupils, or possibly they may copy good models without thoroughly understanding them. Long apprenticeships are served in England, and then only a limited part of the branch of the work, such, for instance, as escapement making, is understood and effectually mastered by the workman.

Although the practical skill is there, in these pupils and in their work, theoretical comprehension of it can only come through such study and practice. Correct testing or sizing of parts is beyond the power of any tools known outside the watch factories of America and Switzerland.

The Besancon manufactories and schools place all their reliance on skilled hand-work, and have given no attention to watchmaking by machinery, though the subject is beginning to force itself on their notice, as, in face of the keen com-

petition between the horological centers of production, Switzerland, America, France and England, supremacy will rest with those who use the best machinery, much as in war, those who have the heaviest artillery are supposed to be the special favorites of fortune, provided, of course all other things are equal. The Besancon puppi, in addition to jewelng the holes and the escape pallets, after drawing the angles on the steel, and filing them out, makes his own jewel holes. This is very surprising, because a good jeweler is not necessarily a jewel hole maker. The two operations belong to distinct branches, hole making and setting being the business of a worker in brass.

A personal interview with this prodigy of skill entirely confirmed the statements which had been made. He informed me that his father and family were jewel-hole makers, and that he had worked at that process a little before going to the school, and that after school hours he worked overtime in making jewel-holes, which he would be happy to supply me with, as he had a considerable stock by him; and he inquired as to the probabilities of obtaining work in London, as other watch-maker or jewel-hole maker; he was not particular as to which, as he wished to visit London, and learn our language and ways. His simple peasant appearance, in his clean, rough-boiled blouse, gave little promise of the skill he actually possessed, but patience was written all over him, and the frontal development of the organs of comparison indicated great brain-power.

THE WATCH COMPETITION AT MELBOURNE.

The Swiss Government has caused to be published a statement of the results of the competitive tests of watchmaking at the Melbourne Universal Exhibition, which we translate from the *Journal de Geneve* of April 27th. This statement, it will be seen, bears the signature of the President of the Swiss Commission for the Exhibition, and is in reply to the claim of the Waltham Watch Company, as given by a correspondent in last month's *WATCHMAKER AND METALWORKER*, that it had carried off the first prize at Melbourne. Only desiring that the truth shall appear, we shall await with interest the settlement of this question in accordance with the facts:

"In face of the dishonest or unjust

statements of foreign rivals or competitors, as to the result obtained by watch-making at the Universal Exhibition of Melbourne, we think it our duty to place before the public the list, by order of merit of the watches which have undergone, at the observatory of that town, the examination (or trial) to which the jury thought fit to submit them. Exhibitors were not allowed to deposit more than six watches each.

TRIED OR TESTED IN EVERY POSITION AND TEMPERATURE DURING 31 DAYS OF OBSERVATION.

Maximum, 500 Points.

1	Suisse (Collective Exhibit)	500 points.
2	Kilpatrick (England)	495 "
3	Swiss (Collective Exhibit)	490 "
4	Bukney (England)	485 "
5	Swiss (Collective Exhibit)	580 "
6	Unknown	475 "
7	Lange (Germany)	470 "
8	Swiss (Collective Exhibit)	465 "
9	Bukney (England)	460 "
10	Swiss (Collective Exhibit)	455 "
11	Kullberg (England)	450 "
12	Swiss (Collective Exhibit)	445 "
13	Bukney (England)	440 "
14	Lange (Germany)	435 "
15	Waltham (America)	430 "
16	Kilpatrick (England)	425 "
17	Waltham (America)	420 "
18	Nicole, Nielsen & Co (England)	415 "
19	Lange (Germany)	410 "
20	Kullberg (England)	405 "
21	Nicole, Nielsen & Co. England	400 "
22	Waltham (America)	
23	Waltham (America)	
24	Waltham (America)	
25	Waltham (America)	
26	Waltham (America)	

This table renders comment unnecessary; it is sufficient to show that the best American watch occupies the fifteenth rank; or the third rank after or below the last Swiss watch.

The result of this competition by trial, combined with those furnished by the examination of the products by the jury, has been to award the Swiss a total of 903 points—a higher figure than that of any exhibitor whatsoever.

This award has been granted not only to the exhibitors whose watches at the Astronomical Observatory of Melbourne were all cheaper than the American watches, but to all the Swiss manufacturers of watches whose products were exhibited collectively at Melbourne.

Knowing the above, what ought we to think of the American publications announcing that the Waltham Company had obtained a new or a fresh victory over its rivals?

THE PRESIDENT OF THE FEDERAL SWISS COMMISSION FOR THE EXHIBITION AT MELBOURNE.

COMTESE, *Commissar of State.*

NEUCHÂTEL, April, 1881.

WHAT IS NICKEL?

Since the convenient five-cent coin which in common talk is called "a nickel" has come into general circulation, the question is asked either mentally or orally hundreds of times every day, and but few get an intelligent answer. In China and India, a white copper, called pack tong, has long been known, and has been extensively used both there and in Europe for counterfeiting silver coin. About the year 1700 a peculiar ore was discovered in the copper mines of Saxony, which had the appearance of being very rich, but in smelting it yielded no copper, and the miners called it kupfer nickel, or false copper. In 1754, Constadt announced the discovery of a new metal in knpfer-nickel, to which he gave the name of nickel. It was in combination with arsenic, from which he could relieve it only in parts. The alloy or nickel and arsenic which he obtained was white, brittle and very hard, and had a melting-point nearly as high as cast-iron. It was not until 1823 that pure nickel was obtained by analysis of German silver, which had for a number of years been produced at Suhl, in Saxony. Its composition was ascertained to be copper 10 parts, zinc 5, and nickel 4. If more nickel be used the alloy is as white as silver and susceptible of a very high polish, but becomes too brittle and hard to be hammered or rolled, and can be worked only by casting. Pure nickel is a white metal which tarnishes readily in the air. Unlike silver, it is not acted on by the vapor and sulphur, and even the strong mineral acids attract it but slightly. Nickel has the hardness of iron, and, like it, has strong magnetic properties, but cannot be welded, and is soldered with difficulty. Pure nickel has heretofore been used chiefly for plating, for which purpose its hardness and power to resist atmospheric influences admirably adapt it. Within the last year the French have succeeded in rolling the metals into plates, from which spoons and other table furniture may be pressed. Nickel bronze, which consists of equal parts of copper and nickel, with a little tin, may be cast into very delicate forms, and is susceptible of a very high polish. Mines of nickel are worked at Chatham, Conn., and Lancaster, Pa., and it is said to be found at Mine Le Motto, Mo., and at several points in Colorado and New Mexico, where but little attention is paid to it. It is extensively mined in Saxony

and Sweden, but the late discovery of a new ore (a silicate of nickel) in New Caledonia will probably suspend the use of the arsenical ores, and yet bring nickel into common use. Switzerland, in the year 1852, made a coin of German silver, which is identical in composition with our nickel coin. The United States made nickel cents in 1856, and eight years later coined the five-cent pieces. Belgium adopted nickel coinage in 1860, and Germany in 1878. England has lately coined pennies for Jamaica, but at home she and France adhere to the clumsy copper small change.—*Exchange.*

STORY OF AN AMATEUR CLOCK MAKER.

A story which points its own moral is being told of a well-known citizen who came limping into one of our jewelry stores the other day with a water pail in his hand containing the demoralized remains of an eight-day clock. The jeweler had the curiosity to inquire how the thing got so badly mixed, and after a little hesitation the victim told his story. "You see, last Sunday morning this confounded clock stopped, and I wound away at it for some 15 minutes, thinking it might have run down a little before the usual hour; but 'twouldn't go, and during the afternoon I got to thinking it over and quietly made up my mind when wife went to church in the evening that I'd look the thing over and save paying out a dollar or two for repairs. I got so impatient to begin work that it seemed as though Sarah would never start for her prayer-meetin', but at last she did, and no sooner was she out of the house than I began operations. I got a small table, took down the clock, removed the works and then began taking out the screws that held it together. As I loosened the last one there was a sudden whizz, bur-r-r, whiz, and for an instant I saw wheels and springs flying all about and felt something sharp strike me in the face. Instantly followed a crash of glass, and then all was darkness. My first thoughts were of a nitro-glycerine explosion and that some one mistook me for the Czar of Russia; next of an earthquake, and I tremblingly awaited the crumbling in of the house. At length I mustered courage to grope about for a match, and while doing it cut my foot on a piece of the lamp and crushed one of the clock wheels out of shape. When at last I got a light and looked round on the havoc caused by

that dod-rotted eight-day spring, the room appeared as though a land-league meeting had been held there and some disputed question of parliamentary law had arisen to be settled after a free fight. All round were scattered pieces of that confounded clock, the oil from the broken lamp was soaking into the carpet, the table was smashed and I bleeding from the face and foot. I grabbed the first thing within reach to wipe the blood from my person, and soak the oil from the carpet, only to discover afterward in a lengthy curtain lecture on wickedness in general and mine in particular, that the article used for a handkerchief and mop was my wife's precious 'tidy.' Then I got a broom, dust-pan and water-pail and swept up the remains of that clock, and here they are. You can sort 'em out and put 'em together if you like, it 'twon't cost more than the clock did, and if ever you hear of my fooling round with the spring of an eight-day clock on a Sunday night, or any other time, you may book me for an idiot. I'd rather tackle a can of dynamite with a hammer.

THE QUESTION OF CREDIT.

The value of good credit is beyond estimation in dollars and cents. To a business man it serves the purpose of a part of his capital and, in some instances, it bridges him over difficulties where money would not avail to save him. No good business man, be he rich or poor, will hold his credit in light esteem. The better the business man, the higher does he prize his good name and his good commercial standing. Reputation has been the stepping stone to many and many a man's fortune. Instances are innumerable where young men and old men too, have been put upon their feet and upheld in business by those having money, simply because the latter had faith in the honesty and integrity of the former and his possession of the necessary business education to warrant his ultimate success. Large firms have been wrecked by reason of their loss of it. A suspicion once gaining ground against the reputation of a firm is likely to embarrass them in all their after business operations. The lines of credit run through all trades, from the producer down through the jobbers to the retailer, and from him to the consumer. Thus the article manufactured is generally sold to the wholesale dealer, on a longer or shorter credit, who in turn sells it to the retailer on time, and he to his cus-

tomers on credit. Business thus rests upon the foundation of mutual credit. But, strange to say, there are plenty of dealers who seem to have a reckless disregard for their good standing in the trade. Most of them court bad reputation by being slow and careless in the method of meeting their engagements. This is more likely to be true with the smaller than with the larger dealers, but it is true of too many large ones. The trouble is that many dealers think that, because they have assets enough to cover their liabilities, that there is no occasion for their creditors fretting, if they do let their bills run over time before paying them. Some seem to think that as they have a good standing at home that is sufficient. They feel that the jobber ought to know all about them, and that as long as they are not bankrupt, it makes no difference whether they keep their business engagements or not. They forget that the business of the wholesale dealer is run on system, and that perhaps he has a list of from 3,000 to 10,000 customers on his books, and that he judges their credit and standing very much from the promptness they display in paying their bills. It is a suspicious circumstance to find a dealer always behind in keeping his engagements. He ceases to be looked upon as a desirable customer. The salesman, not over-anxious to retain his patronage, is inclined to be less accommodating in cutting prices, and before the dealer is aware of it, he has lost ground and standing with the wholesale trade, or with the manufacturer, if he deals with firsthands.—*American Journal of Industry.*

CONCERNING GOLD.

Mr. Richard B. Kimball, LL. D., lectured before the Washington Heights Century Club last evening, in the Presbyterian Church, Carmansville, on the subject of "Gold." Commencing with the references made to the metal in the second chapter of Genesis, the first record of creation, the lecturer spoke of the qualities of gold, and traced its history through the later books of the Bible down to the present day. It is emblematical of virtue honesty and beauty. It is the only certain measure of value, because it is value, in itself. In the Book of Job so perfect a description of mining is given that a Californian miner would readily recognize the drift, the tunnel and shaft. Solomon was successful as a gold miner. The Greeks and Romans were fully alive

to its value. In the Middle Ages, when search was made for the philosopher's stone, which was to do away with the trouble of digging for gold, the quantity of coin actually decreased to about \$100,000,000 of our money. When the world breathed free again, and Venice sprang into a glorious commercial life, America was discovered, and the mines of South America and Mexico added in half a century \$1,000,000,000 to the circulation of the world. When America began to develop, croakers began to be alarmed and asked, "What shall we do? There is not coin enough for the world's business." Just then in the remote wilds of California, a little daughter of a millwright, while playing in a dun attached to Captain Sutter's sawmill, came to her father and exclaimed, "What a pretty stone!" It was a nugget of gold. We all know what followed. Australia was next in gold producing; then came Nevada, Colorado and Arizona, until now we have eight or ten States producing enough for all the world. Mr. Kimball closed by explaining the term "specie payments." It does not mean that for all I buy I receive specie and for all I sell I get specie. There is not gold and silver enough in all the world to transact the world's business for a single day. But it means that in settling the balances in commercial business throughout the world as well as between man and man specie must be employed, and a nation which disregards this rule sinks inevitably into discredit and disgrace.—*New York Herald*.

"SOLDERING AND MELTING."

BY H. BUSH, DULL, ENGLAND.

To hard-solder gold, silver, or other metal articles which have previously been soft-soldered, or to melt old gold or silver for re-working, it is absolutely necessary most carefully to remove even the smallest traces of soft-solder from the articles, as heat requisite for hard-soldering would burn the soft-solder into the articles, and occasion irreparable blemishes, and in melting would make the gold or silver brittle and unworkable.

It is, however, not always an easy task to entirely remove the soft-solder by mechanical means, such as scraping, filing, cutting, etc., especially when the solder has run into hollows, interstices, engraving or chasings, to which places it is very difficult to get at with ordinary tools, and in these instances the applica-

tion of the following manipulation will be of good service.

The article to be cleaned is first of all carefully heated over the flame of a lamp until the solder gets fused, when as much as possible is brushed off with a stiff tooth brush; the heating and brushing to be repeated until no more solder can be removed by brushing; the articles are then placed into a heated solution of the following compositions, which will dissolve all the remaining solder: Two ounces of sulphate of iron and one ounce of saltpetre are pounded to fine powder and boiled in a cast iron vessel in 10 ounces of water, the boiling to be kept up until the fourth part of the solution has evaporated. The vessel is then set aside for cooling, when most of the solution will turn into crystals; after two or three hours the remaining solution not yet crystalized is poured off, boiled again and set by for crystalizing, and this process to be repeated until all the solution is thus disposed of. The crystals are then dissolved in muriatic acid, in the proportion of one part of crystals to eight parts of acid; of this solution is one part diluted with four parts of water, heated, and the articles to be cleansed immersed therein, when all the solder will dissolve without injuring or discoloring the most delicate piece of work.

CASH VERSUS CREDIT.

The *Detroit Free Press* is noted for its wit. It will in future be noted for its good sense. "Any retail dealer can buy closer with cash than with credit," says our contemporary. "The closer he buys the greater are his profits. Money put down on his counter gives him a chance to discount his paper, meet his notes and pay current expenses. Charge on the book means cash next month, or the month after, or next year. Cash asks no favours except to be waited upon, Credit must have a book-keeper, a collector and a lawyer. If a retail dealer in groceries asks the price of starch, he is told that he can have it at so much credit, or so much spot cash. If a consumer asks the price of a retailer, it is one price to Cash Down or to Dead Beat. The more one thinks this matter over the more he realizes the force of the remark of a prominent western financier, who lately observed: 'The man who pays cash when he can get credit is a fool.' And so say we all. If Dead Beat is to have the

same price as Cash Down, with the additional advantage of sixty days' time—which means ninety in nineteen cases out of twenty—why do any of us pay cash? Why not all take credit?"

BUSINESS CHANGES FOR JUNE.

E. H. Cadow, Jeweler, Toronto, giving up business; J. & J. Taylor, Safe Manufacturers, Toronto, Thos. Saunders, dead; J. Hawke & Co., Hardware, Drayton, Ont., dissolved, George Swan retiring; Daniels & May, Hardware, Bracebridge, Ont., dissolved, C. W. M. Hughan, Jeweler, Bowmanville, sold out by Sheriff; Wilson & Pugh, Hardware and Tins, Cornwall, Ont., assigned, John Segsworth & Co., Wholesale Jewelers, Toronto, dissolved, M. Saunders retiring, style unchanged; A. M. Stephens & Co., Hardware, Owen Sound, dissolved, W. B. Stephens continues; B. & S. H. Thompson, Wholesale Hardware, Montreal, Mr. Benjamin Thompson, dead; Toronto Notion House Co., Fancy Goods, Toronto, dissolved and out of business; T. G. & C. S. Gillespie, Hardware, Campbellford, dissolved, C. S., continues alone; James E. Ellis & Co., Jewelers, Toronto, J. E. Ellis, Sr., retires from the business; Bond & Co., Hardware, Halifax, N. S., assigned to J. C. Mackintosh; E. A. Kemp, Hardware & Tins, Creemore, advertises business for sale.

NOTES AND COMMENTS.

WILSON & PUGH, tinsmiths, of Cornwall, only about a year in business, have assigned. Cause, want of capital and capacity. Liabilities small, about \$700.

MONTREAL journals announce the death in Birmingham, on the 24th ult. in his 61st year, of Mr. Benjamin Thompson, of the well-known Montreal firm B. & S. H. Thompson.

THREE hundred hands are now employed at the Ontario Car shops in London, a larger number than for several years. So many orders has the company that the men are working over-time to complete them.

FRANCE and England do not look as if they were making much progress in negotiating a new commercial treaty. First England made proposals which France rejected; and then the counter-proposals of France were rejected by England. Whether any terms of accommodation will be found seems at present doubtful.

MESSRS. C. G. COBBAN & CO., in this city, manufacturers of mouldings, etc., who suspended payment some weeks ago, have completed an arrangement with their creditors, and an outside party has put additional capital into the concern which will in future be carried on, we trust successfully, under the style of the Cobban Manufacturing Company.

The necessary buildings required for the manufacturing of glass in Nananee are in course of construction and are to cover 20,700 square feet. Besides a barn and several workmen's cottages, there will be four buildings, 105 feet by 65, 80 by 40, 36 by 40 and 36 by 24, mostly two stories high, and offices 20x28 feet. An artesian well is to be sunk on the property.

NOTES.—Continued.

WE were sorry to hear that Mr. L. A. Atkinson, Jeweler of Newmarket, had lost his little girl a few days ago. We offer the bereaved parents our sympathy.

No man can retain his self-respect who has to button up his coat to conceal his lack of a shirt. Such is the deliberate opinion of a Western exchange. If every tramp could be habited in a clean shirt and be induced to wear it, tramping would disappear from the face of the earth.

To make a gallon of silver-plating solution.—Dissolve $5\frac{1}{2}$ oz. pure nitrate of silver, and 8 oz. pure cyanide of potassium in 1 gallon of soft water. To make a gallon of nickel-plating solution.—Dissolve three-quarter lb. of the double sulphate of nickel and ammonia in a gallon of soft water.

A STRUGGLING man said to his debtor: "Brown, I want those two dollars you borrowed of me very badly." "All right," was the placid answer, "if you must have them I'll try to pay them in some shape or other." "You will oblige me," continued the first speaker, "by making it as much in the shape of two dollars as possible."

THERE have been 1,574 miles of new railroad built thus far this year, in the United States, against 1,590 miles reported at the corresponding time in 1880. So says the *Railroad Gazette*, which gives the miles of new roads at mid-June as 661 miles in 1879, 413 miles in 1878, 570 miles in 1877, 628 miles in 1876, 296 miles in 1875, 537 miles in 1873, and 1,171 miles in 1873.

At a meeting yesterday of the Ottawa Treasury Board it was decided that the valuation of the Chaudier bridge as fixed by the arbitrators was fair, and that the extra duty and the fine imposed by the Customs department for under-valuations must be paid in full by the importers, Messrs. Clark, Reeves & Co., of Philadelphia, a conclusion in which we entirely concur.

MR. W. H. MARSH, proprietor of the Belleville street railway, has not found that enterprise profitable, and consequently has become involved in difficulties. The mortgagees of the road are determined to close it. Mr Marsh invested \$8,000, and now offers to sell for \$5,000. Some negotiations were made in reference to removing the rails and plant to Winnipeg, but these appear to have fallen through.

A GENERAL store keeper named John B. Tindal was burned out at Ethel, in the county of Huron, in April last, having \$1,000 insurance, while he owed \$1,400. He was suddenly missing about the Queen's Birthday, having in the meantime collected outstandings to the amount of \$900, and is supposed to be in the States. The inference is that he leaves the insurance money for his creditors.

MR. J. H. HANSON, of Park Hill, appears to have an indulgent mother-in-law. It is said that she assisted him largely in purchasing the fancy goods stock of one McNeil, in the summer of 1879. For this stock he paid too much, and since then his business has been heavily weighted. A short time ago he called a meeting of creditors and after explaining his unfortunate condition he offered to compromise liabilities of \$24,000 at thirty per cent. This is believed to be all he can afford to pay, and it is likely to be accepted.

IN 1866 the Chicago, Rock Island & Pacific Railway company laid, as an experiment, some 2,000 hemlock ties that had been saturated with chloride of zinc, in the road bed of the main line at Englewood, near Chicago. A short time ago these ties were taken up and examined. Some of them were in a good state of preservation, while others were somewhat decayed on the surface though sound in the centre. Oak ties laid in 1873 were found to be very much decayed.

THE tower clock of the First Presbyterian Church, Newark, N. J., lately stopped. The town time-keeper found in the walls of the clock a tangled mass of hay, twine, grass, cotton, and feathers amounting to nearly half a peck. A pair of birds had entered the tower through a hole in the dial and attempted to build a nest in the machinery of the clock. The slow revolution of the wheels tore their work to pieces, and they kept on reconstructing it until they stopped the wheels.

SHEFFIELD Trade with the United States.—The total value of Sheffield exports to the United States during the quarter ending March last was 281,326*l.*, as compared with 232,498*l.* in the corresponding period of last year. This shows an increase of 48,833*l.* on the previous year. The particulars for the month just closed exhibit a falling-off of 7,588*l.* in steel and 3,104*l.* in cutlery, as against the same month last year. On the other hand, the total exports show an increase of 19,000*l.*

WHEN it is a standup fight between the C.P.R. locomotive and the tall prairie grass the iron horse generally gets the best of the contest; but when the grass lies down to it the steam engine must throw up the sponge. West of Winnipeg the ties are laid right on the sod, and in many places there is very little ballasting, and in others none at all. The grass has grown luxuriantly, and the other day the wind and rain beat it down on the rails, and the train was delayed some hours in consequence. On the next run the engine came to a dead stop, and the officials had to climb out and parley with the obstruction, which resulted in their leaving one-half the train behind.

At the last meeting of the New York Academy of Sciences, Mr. G. F. Kunz read a short paper upon the new mineral "hiddenite," discovered not long ago in North Carolina by Mr. Wm. E. Hidden, mineralogist. The mineral constitutes a new gem, of the emerald class, and is known in the trade as lithia-emerald, owing to the presence of lithia as one of its chemical constituents. We (*Scientific American*) have seen some specimens of this gem, and they are indeed most beautiful objects to the eye. The stone has a pure, delightful green tint, with a liquid brilliancy that is quite distinctive and remarkable. It sells for about the same price as the diamond. Mr. Hidden tells us that the mineral is found in a narrow chimney in the rocks, not more than two feet long by two and a half inches wide, and having an inclination of almost seven degrees.

On the 26th of May the Western Watch Company's works, at Grand Crossing, Ill., were closed by the sheriff, at the instance of Mr. Marcus Kronberg, of Chicago, who is a judgment creditor, having advanced money to the company. His claim amounts to something

over \$3,000. In April last the president of the company executed a mortgage for \$4,000 in favor of his wife, without having notified Mr. Kronberg, who, upon hearing of the transaction, was very naturally startled, and at once resorted to legal measures to protect himself. His attorneys inform us that they consider an early and satisfactory adjustment of the existing troubles quite probable, although the works are still closed. The assets of the company are placed at \$17,000, and the liabilities at \$12,000.

TRAVELLERS will have their jokes,—the following is the latest.

A well known American Cutlery Co.'s agent says he received the following telegram from Montreal, where a would-be opponent was operating:—

"Anninias Barker informs me he is offered a three thousand dollar order in this city, on consideration that he will not open his samples again in Montreal for six months."

The following reply was sent in answer to the above:—

"Toronto sees Montreal and goes one better for Anninias—and will give him four thousand dollars if he will not open his mouth for six months in Toronto."

IN December, 1876, Mr. Jerry Robinson, now of Emerson, Man., failed in Mitchell, Ont., and his estate paid a dividend of 80 per cent. to creditors. Having been successful in the gateway city he has paid the remaining 20 per cent. of his old indebtedness—an act which should be imitated by many, but is as rare as it is creditable. It should be stated that Mr. Robinson held his discharge from creditors, and this action is purely voluntary on his part. One of the leading houses in the Dominion, themselves exemplars in business morality, and excellent judges of the proprietors in commerce as in other walks of life, in acknowledging dividend write as follows: "It is rarely we are asked to take payment in full of a debt that has been compromised and we appreciate the high sense of honor which dictates Mr. Robinson's action in the matter."

"BREVITY IS THE SOUL OF WIT."—The following amusing story, which was told by Franklin, ought to be read and acted upon by all correspondents communicating their thoughts to the newspaper press. A young man on commencing business, proposed to paint over his shop window, "John Thompson, hatter, makes and sells hats for ready money," to which was added the sign of a hat. One friend suggested that, as he made and sold hats, the word "hatter" was unnecessary. It was struck out and the sign remained "John Thompson makes and sells hats for ready money." Another friend advised him to omit the phrase "for ready money," as there would occur occasions for selling on credit, and so the sign read: "John Thompson makes and sells hats." It was then hinted the buyer of the hat did not care who made it, and the sign would be better if it read: "John Thompson sells hats." But another amputation was in store still, for a critic pointed out the uselessness of the phrase "sells hats," "for," said he, "no one would ever suppose that the hats were to be given away for nothing." Thus at last this aspiring tradesman commenced business, like many worthy successors, under the modest sign of "John Thompson"—*Albany Press.*

THE "AMERICAN."

THIS old established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts., overlooking the Bay of Toronto, and being only one block from all of the R. R. Depots and Steamboat Landings.

This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Billiard and Sample Rooms.

From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.

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The "Scott-Field" Sporting Rifle.

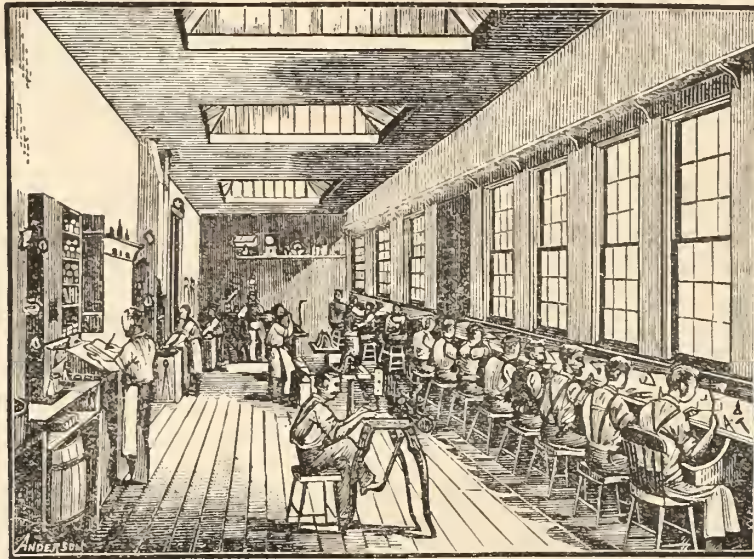
The above cut represents the new "Scott Field Rifle, manufactured by W. & C. Scott & Sons, Birmingham, England, for general sporting purposes. This Rifle has the "Field" patent action, which is considered by all sportsmen who have seen it to be the best ever invented. The fact that Messrs W. & C. Scott & Sons and John Rigby & Co., of Dublin, have adopted the "Field" action for their new sporting and Target Rifles, is proof positive that in the opinion of these celebrated gun makers the "Field" is superior to all other actions now in use. The "Scott Field" Sporting Rifle is 44 cal., sighted up to 300 yards, and can be had either with plain or pistol grip stock. No Rifle in the market can approach it for simplicity, accuracy, convenience, durability and safety. Sole Agent for Canada.

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This month we solicit orders from the Wholesale Trade, for Gents' Gold and Silver Alberts, Ladies' Gold Guards and Necklets. Our design and patterns are the latest production, and best workmanship, all stamped and warranted. We keep all weights, sizes, and qualities of plain gold rings, our own manufacture, in stock, so that orders can be filled immediately.

Send for lowest cash prices by the quantity at once, so that orders can be filled early.

Trade Watch and Jewellery repairing receive proper and careful attention, and returned early.

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Ever imported into Canada.

ALL THE LATEST STYLES.

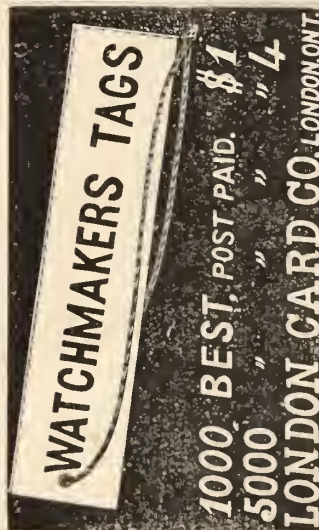
To CASH Buyers we offer SPECIAL INDUCE-
MENTS.

Newest Styles in Yankee Jewelry
Exceedingly Cheap.

E. & A. GUNTHER,

Jordan and Melinda Sts., Toronto.

**E. TREBILCOCK,
WATCHMAKER AND JEWELLER.**
Dealer in Sporting Goods, &c. Gold and Silver Plating done
in the best style and warranted to wear. Trade work at trade
prices. 351 RICHMOND ST., LONDON, ONT. All work
warranted.



T. WHITE & SON,
Manufacturing Jewellers, Gold
and Silver Platers,

—AND—

LAPIDAIRES,
12 MELINDA ST.,
TORONTO.

Canadian Agates, Amethysts, &c.,
Polished and Mounted for the trade. Store
keepers in town and country will find all work
good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c
Unsurpassed in the Dominion.

SHEFFIELD STERLING FLATWARE.

The best known substitute for Sterling Silver. Dealers who want Spoons and Forks that they can guarantee to give satisfaction, should use the Sheffield Sterling Brand. For sale, wholesale only, by the Company's Canadian Agents.

ZIMMERMAN, McNAUGHT & Co., - TORONTO.

ESTABLISHED 1859.

W. MILLICHAMP & CO.,29 TO 35 ADELAIDE STREET EAST,
TORONTO.

SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

W. MILLICHAMP & CO.

THE receipts at the Montreal Custom House for May amounted to \$599,779, which is \$72,900 more than those of May last year. It is furthermore stated that the receipts at that port thus far in the fiscal year are the highest ever known. The duties paid at Toronto last month were large, being \$209,318 as compared with \$154,539 in May last year, and the Excise revenue was \$22,765 greater. The total value of the imports here that month was \$974,639. Customs receipts in Hamilton were \$75,418, against \$57,957, an increase of nearly 24 per cent., and the inland revenue for that city was \$1,389 greater. The collections made at all the other cities whose figures we have seen, indicate an increase over those of May last year.

JEWELS SUITED TO THE COMPLEXION.—Brunettes may wear diamonds, topaz, garnet, coral, and Etruscan gold jewelry. Women who have chestnut hair, pale, smooth skin, and hazel eyes can wear corals, turquoises, and small diamonds set with other jewels in dull gold or platinum, as well as enameled, mosaic, and cameo jewelry. Women of no pronounced type, with dull, ashy-brown hair, and no brilliancy of complexion, will find delicately enameled jewelry becoming. Blue-eyed girls, who are not red-haired, and those with greenish-gray eyes, may wear turquoise jewelry to enhance their attractions. Pearls, amber and gold ornaments are also becoming to them. Diamonds are too flashy. It is well for the jeweler to study such points, as he is likely often to be consulted in the selection of appropriate ornaments by the fair sex.

ANOTHER WARNING.—The brief career of C. W. M. Hughan, Jeweler, of Bowmanville, whose business was last week disposed of by the Sheriff to the highest bidder, affords another illustration, if any were needed, of the folly of young men without either mercantile training or capital, rushing into business. Mr. Hughan commenced business barely two years ago, and received at that time about \$1,000 from his father to enable him to start. So careless was his habits that in eighteen months he had not only sunk the whole of his profits but all of the money loaned him by his father. In February last he called a meeting of his creditors and offered them a composition of twenty-five cents on the dollar of his indebtedness, but, although this was almost unanimously accepted, it was never paid, and the creditors are left without any reminder of the transaction save the entry on the wrong side of the profit and loss account. The stock which was sold at the instance of Mr. S. Downey, of Toronto, was bought by Messrs. Carrier, Marshall & Co., of this city, and afterwards re-sold by them to Mr. Aaron Buckler, Jeweler, of Bowmanville. Mr. Hughan's career

although brief, has been anything but glorious and we are afraid he will find it very hard to establish himself again in Canada.

LEATHER Cog-wheels.—In connection with leather it may be mentioned that Herr J. Kunkell of Metzingen, in the Black Forest, has taken out a patent in Germany for making cog-wheels out of leather. Cogs of this kind are noiseless, and besides wearing very much better than metal ones, they want no lubrication. Raw, untanned buffalo leather is cleared of all hairs, particles of flesh, and other extraneous substances; then as many pieces of it as are required to make up the thickness of the cog are put in layers on the top of one another with glue in between, and a strong pressure is brought to bear on them under a hydraulic press until the glue is quite dried up. When this is done, the cog-wheels are cut out of the leather plate with a saw, and are planed and otherwise fitted and finished. Cog-wheels of this sort possess all the properties hereinbefore mentioned.

THE position of the English manufacturer as regards France will be bad indeed under the new French tariff, but in some respects it was very unsatisfactory under the old and by no means free trade arrangement. An illustration of this is to be found in the effect which the French tariff has on the cutlery trade. The Paris correspondent of the *Ironmonger* says that the commoner sorts of British goods are being rapidly driven out of the market by the German and native French cutlery, which are equal in finish and lower in price. He instanced the case of an itinerant vendor of cutlery—a man who frequented country fairs. Among other articles, this man sold annually some 7,000 pocket knives. These knives he had been in the habit of purchasing from Sheffield, and the price delivered in Paris was 43d. each. He now, however, obtains from a St. Etienne firm, who sell him an equally good article at 33d.

THE WATCHMAKER And Metal Worker

Is the official Journal of the
Watchmakers and Jewellers,
of the northwest.

CONTAINING 56 PAGES OF
Illustrations and Reading Matter.

Whose columns are replete with choice articles upon Horology, Watch-making, and repairing, written for this Journal by practical and scientific men; also a large amount of general information of vital importance to the trade; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, \$2.00 per year. Single copy, 20 cents.

H. A. PIERCE & Co., PUBLISHERS,
67 and 69 East Washington st., Chicago

New York Office, 10 Maiden Lane,
DANIEL STERN, Manager.

FOREIGN OFFICES.

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E. DE WYTENBACK, - - - GENEVA, SWITZER

WANTED.

A FIRST-CLASS WATCHMAKER, MUST have full set of tools. References required, also state wages required.

Apply,

JNO GABEL,

July 1st.

Listowel.

THE LARGEST

Clock House

IN CANADA.



I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH, NEW HAVEN
GILBERT, AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS,

31 Wellington, 40 Front St E., Toronto

ZIMMERMAN, McNAUGHT & CO.,

Expect to be able to fill all their back orders for

LANCASTER WATCHES

in a few days, and in the meantime beg to thank the Trade for the kind indulgence extended to them.

BOSS IMPROVED FILLED GOLD WATCH CASES

LEADING

In Price, In Shape,

In Style, In Construction,

and Finish.

POPULAR

Because they Sell

Readily, are Guaranteed,

and Always give Satisfaction.

HAGSTOZ & THORPE

SOLE MANUFACTURERS,

19th AND BROWN ST., PHILADELPHIA, PA.

"THE LANCASTER WATCH."

EVERY WATCH
FULLY GUARANTEED
FOR
FIVE YEARS.



ALL LANCASTER WATCHES
HAVE
FINE THREE-QUARTER PLATE
MOVEMENTS.

THE BEST WATCH IN THE WORLD FOR THE MONEY.

THE Lancaster Watch has been thoroughly examined and been very highly commended by the most skilful watchmakers of New York and Philadelphia. One of these experts pronounced it a fine Swiss watch with an American trade mark, and was with difficulty made to believe it the *bona fide* product of a Pennsylvania Watch Factory. Another, after very careful examination, says: "It is the best jewelled watch made in America; it has the best Stem-Winding arrangement to be found in any American watch; it has the best Conical Pivots, and the only ones I have ever seen outside of England that were made right."

Mr. Aug. Krueger, an authority in watches, says: "I find your watches so good as to stand fully equal to any others of American manufacture, while in several respects, particularly in the stem-winding work, they surpass all competitors."

Mr. R. T. Polack, dealer in watches, writes: "I consider your present movement the best in the market for anything near the same price made by any of the other American manufacturers."

Mr. Jas. G. Thompson, dealer in watches, writes: "I have examined your watch carefully and am very much pleased with it. It is decidedly the finest American watch ever brought to my notice."

Messrs. Wilson & Schlechter, dealers in watches, write: "Our watchmakers, and all parties, like very much the appearance of your watch. We are offering it instead of the Howard Movement that we used to keep."

Mr. Wm. Thompson, who has had large experience in English, Swiss and American watches, says: "Having examined several of the Lancaster Watches, I find them sound in principle, accurate in construction, and of such finish in detail as to be capable of close adjustment for temperature and position. The stem-setting arrangement is excellent, and, so far as I know, the only one of the kind applied to watches made in this country."

Mr. Alden Webb, who has had many years' experience in the manufacture and adjustment of the finest watches made in this country, places the Lancaster Watch with full confidence, at the head of the list and pronounces it, as did the Geneva authority, "the best watch made in America." He says:

"The winding and setting arrangements, which are at the stem, are the best I have ever seen, simple, strong, and not liable to get out of order. The design is very pleasing, more handsome than any other I know of. The nickel movement will stand the test with the very best grades made in this country. Having adjusted the finest watches made in America, I feel fully competent to decide that the 'Lancaster' can be rated to keep as close time as any watch made anywhere throughout the world."

SEND FOR PRICE LIST AND TERMS TO
ZIMMERMAN, McNAUGHT & CO.,
56 YONGE ST., TORONTO,
Sole Agents for the Sale of these Watches for the Dominion of Canada.

THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, AUGUST, 1881.

NO. 12

WALTHAM WATCHES !

LEE & CHILLAS, TORONTO,

WHOLESALE AGENTS FOR CANADA

Wish to inform the **Trade** that in addition to being able to fill from stock all orders for the **Celebrated Watches** of

85
ce 66
to
11
"THE AMERICAN WATCH COMPANY,"

They also keep a **complete assortment** of

ENGLISH AND AMERICAN JEWELLERY

AMERICAN, WALNUTS, NICKLE, AND OTHER CLOCKS,

WHICH WILL BE FOUND THE BEST VALUE IN THE MARKET.

THEIR STOCK OF

Colored Gold Sets, Gem Rings, Lockets,

NECKLETS, CHAINS, &c., &c.,

Are the latest styles just imported.

SILVER LOCKETS, NECKLETS AND BRACELETS

In great variety.

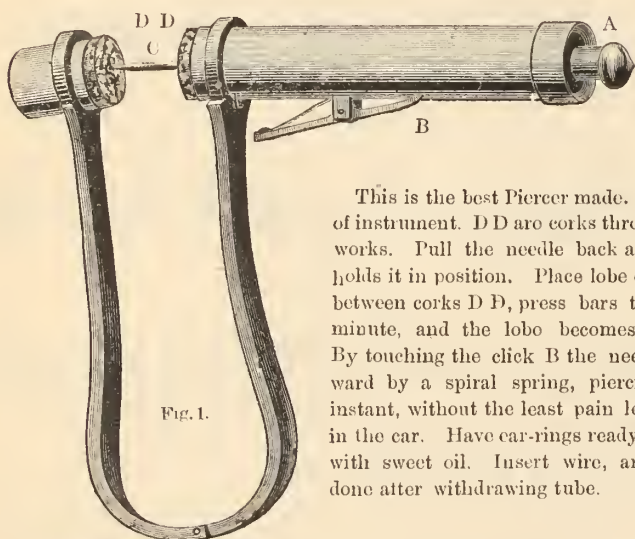
LEE & CHILLAS, Wholesale Jewellers, 4 Wellington Street West, Toronto.

P. W. ELLIS & CO.,

29 & 31 King St. East, | WHOLESALE JEWELLERS, | Toronto.

SOLE AGENTS FOR

THE ACME PAINLESS EAR PIERCER.



This is the best Piercer made. Fig. 1 is full size of instrument. D D are corks through which needle C works. Pull the needle back at A, and the click B holds it in position. Place lobe of ear to be pierced between corks D D, press bars together for half a minute, and the lobe becomes thin and numb. By touching the click B the needle is thrown forward by a spiral spring, piercing the ear in an instant, without the least pain leaving a silver tube in the ear. Have ear-rings ready and wire well oiled with sweet oil. Insert wire, and the operation is done after withdrawing tube.



The Best and Only Piercer that performs the operation automatically and

FREE FROM PAIN.

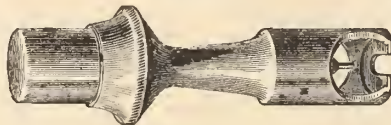
No Jeweller can afford to be without it, as it will INCREASE YOUR SALE on Ear-rings three-fold. Remember the Ear-rings you sell, when you pierce the ear, are always solid gold.

The Piercer is made in the best style, of heavy brass stock, and nickel-plate. Spiral and needle of steel and tube of silver.

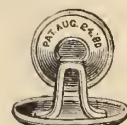
Acme Collar Button.



Closed.



Acme Collar Button.



Open.

SOLE AGENTS FOR NEW YANKEE ROLLER ABTRACTOR.

Best and Cheapest made. Send for Complete Descriptive Price List.

ACME SLEEVE BUTTONS.

In ordering be careful and ask for the ACME Button, as there are inferior lever buttons in the market. The Superiority of the Acme will be apparent on inspecting model sent, which shows short post and spring enclosed in shoe.

NOTE.—We are now receiving Acme Collar and Collar Buttons in sufficient quantity to fill orders more promptly.

THE TRADER.

TORONTO, ONTARIO, AUGUST, 1881.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - - -	\$20 00	each issue.
Half Page, - - -	12 00	"
Quarter Page, - - -	8 00	"
Small Advertisements, 8 cents per line.		

A Discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

No. 13 Adelaide Street East, Toronto, Ont.

THE OUTLOOK.

From our present standpoint, the business outlook for the Dominion is particularly favourable, and it may be pretty safely asserted that in no year since Confederation has this country made such decided advances in prosperity. If the returns showing the number and amount of failures in any country be considered as any index of its prosperity, Canada can surely point with pardonable pride to its financial exhibit in this respect. We learn from the very interesting circular issued lately by Messrs. Dun, Wiman & Co.'s, Mercantile agency, that during the past three months 183 failures were recorded, with liabilities amounting to \$1,876,302. For the six months ending July 1st, the total number of failures in Canada were 349, with liabilities of \$3,902,858. These figures are very much less than those for the same period in 1880, and in order to show the difference we tabulate them below.

Failures. Liabilities

First 6 months 1880, -	649	\$5,660,763
" " 1881, -	349	3,902,858

Difference in favor '81, 100 \$1,757,905

From the above it will be seen that the improvement of the present has been very marked over the past year, and the indications all point towards a continuance of the good times.

Referring to the prosperous state of Canada, the circular says: "That in extent, the business of the country has maintained a magnitude never before reached, is beyond question; that its productive power is greater than ever before is equally evident; the ability of the consumer to absorb and pay promptly has increased, while evidences abound on every hand of a growth in wealth and

material resources equalled by no other country in the world."

This may read somewhat sensational, but from the indications of prosperity we see on every hand, we are persuaded that it is not far beyond what is warranted by the actual facts of the case.

With all this praise of our resources and prospects, we are glad to observe that the circular also raises a note of warning about the causes which lead to a reaction upon the national prosperity.

"The expansion into unwise and injudicious credits; the locking up in unavailable shape of capital necessary for business, the increase of business and personal expenses, and above all the growth of indebtedness."

"The facility with which weak and unsound applicants obtain goods, and the growing increase in the time and ease of the terms of credit, are particularly noticeable. These are the first signs of the possibility of a revulsion, which some fear must come from the extraordinary expansion which has occurred everywhere in the last eighteen months."

These are wise words, and even in the midst of our prosperity they are not prematurely sounded, for it is almost entirely from a disregard of the principles involved in them that great commercial panics arise.

Canada has just passed safely through one of the most severe commercial depressions that ever threatened to engulf any nation, but she has stood the strain bravely, and come out with strengthened resources and unimpaired credit. Let her people see to it that strict fidelity to correct business principles shall keep her long on her present course.

HARVEST PROSPECTS.

From every part of our Dominion comes the cheering report that the harvest of 1881, in spite of comet visitors and dire prognostications of failure, has disappointed the expectations formed of it by turning out, on the whole, fully an average crop. That this is so, is a cause for great rejoicing, for although the country has probably fully recovered its measure of prosperity, another good harvest was wanted to set the seal upon its stability.

Although the wheels of commerce, which, for the past few years had been moving with retarded revolutions, have

again resumed their busy motion; they cannot but be accelerated by the effect that another prosperous harvest will have upon every mercantile and manufacturing pursuit.

From one hundred and twelve reports from different parts of Canada, collected by the agents of the *Toronto Globe*, we learn that taking 100 as the average, the following is the harvest prospect:

	Per Cent of an average crop
Fall wheat.....	88
Spring wheat.....	92
Barley.....	104
Oats.....	102
Peas.....	102
Rye.....	72
Hay.....	92
Potatoes.....	106
Corn.....	84
Roots.....	101
Apples.....	67
Other fruit.....	77

These figures indicate a very satisfactory return to the farmer, and as a consequence, a continuance of business prosperity. To an agricultural country like Canada, a good harvest means activity and wealth, while a poor one entails depression, if not want, for Canada is above all things an agricultural country, although we have lately made some long strides in the direction of being a manufacturing one. That the harvest prospects are so satisfactory ought to be a sincere cause for rejoicing to every one of us, and should make our hearts acknowledge with thankfulness our obligations to the Giver of all good.

SWISS v. AMERICAN WATCHES.

To any person at all interested in the contest at present being waged between Swiss and American Watch Manufacturers, the difference of opinion among these competitors as to which of them has obtained the highest award at the Melbourne (Australian) Exhibition, must be exceedingly interesting. The American Watch Company, (the only representative of this great American industry exhibiting) received the only gold medal awarded for horological exhibits, while, strange to say, the Swiss State collective exhibit, was awarded the first prize.

The question really to be settled, seems to us to be, which award should be considered as conferring the highest

honors upon the recipients ; and we think it very unfortunate indeed that the jurors who made these awards did not make such a distinction between them that there could be no misapprehension about the matter. We publish elsewhere an interesting article on this subject from our esteemed contemporary the Watch-maker and Metalworker of Chicago, and while we cannot but agree with very much contained in it, we must out of common fair play take issue with it in several very important points. First, as to the alleged bribery of jurors at the Philadelphia, Paris and Sidney Expositions.

This cry of bribery is an old dodge amongst defeated exhibitors, but it is so well understood by the general public now-a-days, that unless the statement is uncontrovertibly backed up by facts, it carries little or no weight. To say that the American Watch Company deliberately laid themselves out to buy up a majority of the jurors at all the expositions mentioned above, is so grave an accusation that it ought to be very substantially backed by proof before it receives credence.

Even if the company were willing to buy the jurors, it is hardly possible that the latter would stultify themselves for the sake of a few paltry dollars. Most of these gentlemen were representatives of European countries, some indeed representing opposition industries, and it is hardly to conceive that they could or would be bribed to sink their national prejudices and love of fair play to an alien competitor whose only merit lay in their lavish expenditure of wealth. We say it is hardly possible that the company on the one hand should be willing to bribe the jurors, and on the other that these gentlemen were willing to be bought up. To suppose such a thing would be to put a very much lower estimate upon human honesty than we are inclined to do, and in the absence of direct and positive proof we must decline to consider that this charge has any foundation in fact.

Second, it is asserted that in the observatory tests, the best American watches only ranked fifteenth, and took third rank below its lowest Swiss competitor. Technically this is true, but still it is only a small part of the truth. The whole truth is that the only two fine grade watches exhibited by the American company were damaged in transit from Sidney to Melbourne, and according to

the official report signed by R. J. S. Ellery, Government Astronomer, at Melbourne, Chairman of the Jury, and R. McGregor, the expert employed by the Commission to examine them, were thus unfitted for giving anything like a fair test of their capabilities. Mr. McGregor in his report to the Jury says : " They must have had very rough usage as I found some small pieces of broken glass and some fluffy hairs inside the movement. I also found the centre pinion pivot cut in one of the watches, apparently from want of oil. The cause of the variation, however, was owing to the balance being out of poise, caused by the rough usage before mentioned." This being the case we hardly think it could be expected that these fine American watches should stand the time test properly, the only wonder is that they performed as well as they appear to have done.

We do not pretend for a moment to assert that the American watch is a better time keeper than any Swiss watch made, for it is generally conceded by every well informed tradesman that the finest Swiss watches are the most accurate time keepers in the world. But we do say, and we thoroughly believe it to be correct, that machine made watches the product of American factories are the best watches in the world for the money, and that for the general purposes of wear they deserve to stand at the head of the list.

The question of which American watch is entitled to the highest rank is yet undecided, but we imagine that this question will be fully settled before many years pass over our heads ; until then we are content to rank them all equal and to see in the victories of the American Company at Philadelphia, Paris and Sidney, the reward of an intelligent appreciation of the superiority of one of America's greatest industries.

CANADIAN CREDIT IN ENGLAND.

A little over a year ago, our legislators in the plenitude of their wisdom, repealed our bankruptcy laws, or rather refused to give them a new lease of life. We pointed out at that time that their action was not only unjust but injudicious, and that sooner or later it would tell unfavorably against national and individual credit. That our predictions have fully come to pass, most of our readers are well aware, and if on account of our

abundant prosperity at home credit is cheap here, it is certain that our credit has been injured abroad. An illustration of this is found in the fact that only a few days ago an influential deputation headed by Mr. Samuel Morley, M. P., and representing the leading merchants of London, Manchester, and Liverpool, waited upon Sir John A. Macdonald and presented to him the following memorial, which fairly represented the views of of the British merchants engaged in export trade in Canada.

The memorial runs as follows :

" The undersigned merchants of the United Kingdom, being largely interested in the commercial prosperity of the Dominion of Canada, beg respectfully to call the attention of the Government to the following facts :—1. That since the repeal of the Insolvent Act of 1875 it has become impossible for creditors to ascertain their real position and powers with regard to insolvent debtors, the most eminent commercial lawyers having been unable to give authoritative advice upon the subject, owing to the confused state of the law, differing as it does in different Provinces. 2. That it follows that creditors, especially those at a distance, are practically at the mercy of the dishonest debtor, experience having shown that there is no available means of preventing a debtor of assigning all his assets by preferential payments or bills of sale to favored creditors, and leaving the rest without remedy. 3. That the continuance of such a state of things, however its real tendency may be disguised by the present prosperity of the Dominion, is entirely fatal to that confident expectation of fair treatment which is at the basis of all trade ; and must in the end most seriously impair the general commercial credit of the Dominion, to the great injury of the common interest of the country. Your petitioners would therefore pray you to introduce into the Canadian Parliament or to favor the introduction of a Bill which should at the least make such preferences by an insolvent debtor impossible, and should provide for the expeditious, cheap, and equitable distribution of assets in all cases where a trader is unable to meet his lawful engagements ; and your petitioners would express their hope that a means may be found to make it to the interest of the debtor in all cases to place himself unreservedly in the hands of the general body of creditors as soon as he

finds himself insolvent. And your petitioners will ever pray."

In the above pithy and common sense memorial we have more sound business policy than enimated from the whole of the parliamentary opponents of the late Insolvent Act, during the debate that culminated in its repeal.

Our legislators may talk till the crack of doom, but they cannot argue cool headed English merchants into the delusion that it will be a safe venture to send their goods on credit to a country whose laws give them no assurance of getting a share of what property an insolvent debtor may have.

Under our present law, or rather want of it, the first creditor who issues his writ has the advantage over all his competitors, or the insolvent may turn over his estate to a favored creditor before the others are aware that there is anything wrong, and thus leave them out in the cold. The principle that an insolvent's assets should be divided *pro rata* amongst the whole of his creditors is a sound one, and the sooner that our government recognize its justice by bringing our present chaotic system of deception and fraud to an end, the better for our credit both at home and abroad.

Selected Matter.

ON THE AMERICAN WATCH AWARDS

We have been observing with great interest the conflict going on for several years between the watch manufacturers of Europe and America. Honorable competition is commendable in every and all departments of industry, and, indeed, it is the chief incentive to progress and improvement, if not the very soul and life of business and enterprise. It stimulates individual energy and industry, in leading on to discovery, and the introduction of improved methods of production, and thus permeates all the ramifications of business life.

We are not disposed to enter the field as the champions of either of the contestants, for they are amply able to do that for themselves, nor do we propose to offer ourselves as umpires to decide the controversy; but we beg to be permitted to say that whatever our patriotism may be—whatever our pride and interest in the great industries of our country, and whatever our preferences or discriminations may be, in regard to horological machines—we feel compelled in a measure to waive them all, when the question of

truth and justice is to be decided. We are laboring for the promotion and advancement of all the interests, great and small, individually and collectively, in any way connected with the watch and jewelry interests; and, therefore, in our endeavours to place THE WATCHMAKER AND METALWORKER at the head as the leading horological journal of this country, and elevate it to the standard of a scientific and technical medium of thought for the profession generally, we can not afford to give utterance to any form of criticism to which we are not necessarily driven by the demands of truth and justice. We, of course, claim our right to private opinion, of which prudence may often forbid public expression. But upon any subject in which the public may be concerned, nationally or otherwise, in the great manufacturing and commercial interests of the watch and jewelry business, we would manifestly be remiss in our duty, if we failed to give it that attention the importance of the subject seemed to demand.

In the commercial intercourse with the world, as a nation, we can not, as citizens of a great manufacturing and commercial nation, feel unconcerned or indifferent when questions of grave consideration are presented. A nation's standing among the family of nations is judged of by its public acts with this family, or of its respective members. And it is also true that those of its citizens who go abroad, and come in contact with, and have intercourse, in business or social relations, with citizens of other countries, do to a greater or less extent create a favorable or unfavorable opinion in the foreign mind in regard to the character of their people at home. And it is no less true that the *only* way to avoid the charge of dishonor is to tell the truth and deal fairly. For he who is known to have lied must not expect to be taken as authority for anything, is an old adage, well understood, and it applies nationally as well as individually. And, for love of country, with a spirit of the purest patriotism and devotion to the honor of our country, we desire to be understood as treating this question, practically and theoretically, upon just international principles, and not from any motives arising out of personal or local interests. We desire to see our people occupy a position for honesty and fair dealing, in the estimation of their competitors and rivals in all departments of industry,

equal to their prowess in the fields of battle and use of arms.

In view of all the ground under consideration, we are utterly unable to see any ultimate good, either from the standpoint of morality, science or business, which can possibly come of any unfair and unjust conduct on the part of either of the contestants in this international and highly important controversy. After thus premising our subject, and before we proceed to make our application more plainly, we wish to repeat that we have the highest regard for the parties, and shall allude to them in the most respectful manner.

In behalf of the watch interest of the world, we arraign the American Watch Company, of Waltham, for having, by a systematic course of trickery and false puffery for the past ten years, endeavored to delude the people of this and other lands into the idea that all that is good in watchmaking or watch machinery emanated from the giant intellect locked up at Waltham. This has become so patent as to reflect unjustly on the entire watch-manufacturing interest of America and it has been openly charged, and we have yet to hear it denied, that this corporation used an undue influence on venal jurors, at the Centennial Exhibition of Philadelphia, in 1876, at Paris, 1878, and at Sidney, in 1880; also that people attribute their defeat at Melbourne to the fact that the jurors could not thus be influenced; for it was a defeat practically, scientifically, and in every way, much to the chagrin and disgrace of American watch manufacturers.

The Waltham Company, however, with their usual tact at catching at technical straws, have used the fact of their having received two medals for the general appearance of their exhibit, and their superior mode of manufacturing, as a pretext for advertising all over the world, in such a manner as to lead the general public to believe that they secured the highest award for the time-keeping qualities of their watches. This is but cold comfort to them, and not to their credit; and it is our hope that the future reputation of American watches will not be left to a company which takes so little pride in the time-keeping qualities and the utility of their watches.

Now let us see what some of these charges are: In the first place we will refer to the indignation that was aroused, just after our Centennial Exhibition, in

1876, in the minds of the Swiss people and others, through an infamous and false translation of a speech made by the Swiss commissioner, Mr. Ed. Favre Perrett, upon his return home. It will be remembered that he came out and denounced the correctness of these American interpretations most indignantly. And notwithstanding the fact, so notoriously published abroad as well as at home, so far as we have been able to see not one word has been said in support of the American translation by any one.

From long experience in handling watches we are prepared to form an opinion of them upon actual merit, and are free to say that the honest and unmistakable merits Waltham watches place them beyond any necessity for overrated and false representations. We do not wish to see attached to them the odor of a patent medicine, whose chief merit consists in the free use of printer's ink. We are willing always to recommend them upon their just merits, but not upon the idea of false representations.

In reference to this matter of charges, and in support of our remarks, as also for the benefit of our readers, we quote from a horological journal published in London, England, some time last year. In alluding to the report issued by the jurors in horology at the Sydney Exhibition, it says :

Although it is an unpleasant task to criticise and question the judgment of what was presumably a jury of experts, the extraordinary character of the report referred to demands further examination. The greater part of it consists of a laudatory description of the factory and mode of manufacture of the American Watch Company; which, as the duties of the jurors did not include an excursion to the United States, clearly can not properly be the result of anything placed before them for adjudication. We are not prepared to assert that there are no good features in the American watches, or to grudge the Americans praise for their comprehensiveness of their operations, both in manufacturing and selling; but the beseeching of the Sydney jurors is overdone, and is calculated to awaken distrust and suspicion. We are told that the Americans are the introducers of watchmaking by machinery on the interchangeable system; whereas, watches were in fact made on the interchangeable system by machinery in Switzerland forty years ago, and a few years later in London. The application of the going barrel, the discarding of stop work, a process of enameeling which is described, and other about which the jurors can not restrain their admiration, are not new. But to claim as a specialty of the Ameri-

can Watch Company the isochronal adjustment of the balance spring, and the making of the teeth of wheels of an epicycloidal form, is simply mendacious impudence. Their Mr. Fogg certainly deserves the credit given for his invention of the safety pinion. but a compensation balance on the principle of Mr. Woerd's, respecting which we shall have more to say further on, was invented by Henri Robert, and described in 1829 in a French scientific paper, published by "La Societe d'Encouragement pour l'Industrie Nationale." As the suitability of the lever escapement for the pocket-watch is descanted on in the notice of the American exhibits, it appeared at first sight that the Americans invented this also, but a second reading shows that it is only its adoption which so delights the jurors.

And, strange to say, this was published by the said New York organ, and still drank its *tea* with its usual complacency. If these remarks, by so high and honorable authority, mean anything at all, they evidently mean just what we are talking about. The intelligent readers of THE WATCHMAKER AND METALWORKER, we believe, will understand this as we do—that there is something "rotten in Denmark." In the June number of THE WATCHMAKER AND METALWORKER we published a report of the watch competition at Melbourne, made by order of the Swiss Government, and which is intended as a reply to the *stereotyped* claim of the Waltham Watch Company, that it had carried off the first prizes at Melbourne.

In that report it will be seen that the best American watch occupies the fifteenth rank, or the third rank after or below the last Swiss watch. And it is also further observed that all the Swiss watches submitted to the astronomical observatory of Melbourne for test were all cheaper than the American watches, and that the awards granted were bestowed upon all the Swiss manufactures of watches exhibited collectively at Melbourne. Now in view of these facts, says the above authority, "What ought we to think of the American publications announcing that the Waltham Company had obtained a new or a fresh victory over its rivals." As additional proof in justification of our remarks in this article, we refer the reader to the article in our June number of THE WATCHMAKER AND METALWORKER, under the head "Treatment of Swiss Operatives in America." It is also charged in Swiss papers that the agents of the American Watch Company attempted to sell, and perhaps did sell, watches which they represented as

having stood the test, and taken the highest awards, notwithstanding the facts in the case as shown by the authorities referred to in this article. As we have said before, we are only seeking after the truth, and would be pleased to be corrected if in any particular we have erred.

We look with admiration upon the speedy and onward march of the watch-manufacturing interests of our country, and no American can feel greater pride than ourselves in her achievements, but, at the same time, we can not endorse, through the columns of THE WATCHMAKER AND METALWORKER, or in any other manner, falsehoods, knowing them to be so, and boast of any supposed honors obtained through fraud, trickery, or any device apart from honest merit.

FRAUDS IN JEWELRY.

To apportion accurately the immorality of the public who deceives in the wearing of base jewelry, and of the jewelers who deceive the public with fraudulent jewelry, and the acting and re-acting of the classes on one another, would be a nice question in casuistry. No civilized people wear as much jewelry as the Americans; nor is its use confined to any particular class. It is estimated that \$50,000,000 of capital is invested in the jewelry business. But large numbers convey vague impressions. A more correct idea of its extent lies in such a trifling fact as that one house alone, from the 15th of August to the middle of November, put forth five thousand pairs of bangles. This is simply the fashion of the hour, which at present is tinkling from the Fifth avenue to the Five Points, and which, in turn, will give way to another fleeting fashion, calling suddenly upon the jewelers' immediate resources. It is easy to see how injurious this is to the jewelers' trade. In the first place it interferes with the production of the higher class of work, of those artistic pieces which were formerly handed down as heirlooms. Almost all houses have their private designs. But these it being almost impossible to protect are immediately copied in all grades down to the basest materials. Men employed by unscrupulous houses will copy designs from show windows, and an especially enterprising agent has been known to sketch a particularly choice piece worn by a lady on his laundried cuff. Jewelers can not afford to produce cut work. A striking design must be

hastily pushed upon the market and the harvest reaped at once. When the mistress finds her ornament copied in her maid's fire-gilt, she hastens to discard it, and seeks for a greater novelty. The same thing obtains throughout the country. A traveling man finds it not worth while to show the same goods twice, however beautiful and artistic they may be. "Why, this is old! Haven't you brought anything new?" exclaims commercial Athenian out West. When the Castellani collection was in this country there was one great ornament, beautifully iridescent, which excited the admiration and curiosity of the guild, nothing having ever been seen like it before. At length one gentleman, by much labor and repeated endeavors, discovered the secret of this iridescence to lie in sweating layers of gold one on the other. But such zeal as this is only possible for the man who can indulge his love for his trade, as no pecuniary good can be reaped from it.

The second difficulty is more immediately objectionable, and at the same time could be more easily remedied. Artistic debasement is a subtle quality, but fraud is a tangible fact. Against this at present the public and the honest dealer have absolutely no protection. There is a large number of unscrupulous dealers who make a business of selling gold jewelry which contains more copper than conscience, as it has been excellently put, and, strange to say, the laws as at present framed sustain them in it. To give a case in point: A man bought a gold watch of one of these men. Finding himself swindled, he had the dealers arrested, and the case came to trial. It was discovered that the watch-case contained but four pennyweights of gold; the rest was brass or other alloy. Nevertheless, the Judge decided that inasmuch as the cost of the four pennyweights of gold exceeded the cost of alloy, the watch was to all intents a gold watch. The ways in which these frauds are perpetrated are numerous and most ingenious, and the important branch of the business is watches. The most desirable watch-case is of eighteen-karat gold, it being susceptible of higher polish, and is more easily kept clean. A person wanting to buy a watch with a case of eighteen-karat gold will as often find that the back of the watch alone is of the required purity, and that the value will degenerate until the run will probably be of eight-karat gold. But the purchaser will

pay all the same the full value of eighteen-karat gold. The customary way of trying a watch is to ask for a fifty, sixty, or whatever desired number of pennyweight case one may want, for which the price is probably \$1.50 a pennyweight. Now, in buying of any but a well-known, honest house, the probability is that a man is buying twelve or thirteen pennyweights of steel spring, which he has paid for as honest gold. The ingenuity with which watches are hollowed out for the introduction of this spring would accomplish good and worthy end in some other direction. A watch has been sold to contain thirty-six pennyweights of gold which actually contained thirteen pennyweights of steel spring. In other instances the stem is but a shell of gold filled with brass. Against such swindles the purchaser has no protection but to buy of houses of established reputation. The honest houses have absolutely no redress against these men who are injuring the jewelers' trade, except that which comes from their own consciences void of offence, which is satisfactory as far as it goes, but which, unfortunately, does not go far enough.

The favorite proceeding is to engage rooms on Maiden Lane, which is known as the jewelers' street all over the country, and to advertise from their respectable surroundings their fraudulent wares. Jewelry purporting to be of eighteen or fourteen karat gold will be really of eight-karat gold, colored to represent eighteen-karat gold. A distinguished public man wearing a handsome pair of sleeve buttons was asked by a gentleman interested in these matters to allow him to have his buttons assayed, promising to return him a duplicate pair. The price paid for the buttons was eighteen dollars. On assaying they proved to contain but five grains of gold, when they should have contained at least five or six pennyweights of gold. Often the fraud is much more base. The American wedding ring, which already has dropped from the English twenty-two karat ring to eighteen-karats, is often but a shell of gold filled with brass. The great advance made in coloring gold has aided these practices. Formerly only eighteen-karat gold would take a Roman finish, but now even brass masquerades as Roman gold. The passion for ornament, which must be gratified at any cost, does not leave a sufficient margin for caution, and there are not a few people who are

delighted at buying eighteen-karat gold for eight-karat prices.

These same facts hold good in silver, and will account in many instances for the marvelous premiums set forth with circumstance by precarious weeklies, accompanied by ornate cuts. A little silver has the advantage of spreading itself over a large surface, and a handsome set of spoons, in a case such as one often sees offered, can be bought for eighty cents a dozen in the case of the manufacturer. For all this there should be a remedy. If goods stamped eighteen karats fall short of their value, the dealer deserves to be prosecuted for forgery; but to this end a law requiring this stamp to be affixed is needed. Of all the plans which have been considered by the men who have found their business cut from beneath their feet by these dishonest practices, the most effective, in their judgment, is a Government recognition of a standard for wrought gold, with penalties for the debasing of the standard such as hold in debased coin. Some of them think that Congress has power to pass such a law, but in reaching this conclusion due account probably has not been taken of the constitutional limitations of the power of Congress. Thus, for example, Congress has just refused to regulate to the use of trade marks in domestic trade. Relief is more likely to be obtained from the State than from the Federal government. In other countries the people are protected in this way. The humblest seller of the most trifling piece of gold jewelry in Italy, for instance, can be required by law to give a written guaranty that it is what it purports to be, and liable to arrest if it is not. Some efficient means certainly should be provided, compelling dealers to stamp their articles so that purchasers may be assured that in buying eighteen-karat gold they are receiving eighteen-karat gold and not fourteen karats (if not eight).—*New York Evening Post*.

LABOR vs. CAPITAL—THE RELATIONS BETWEEN MASTER AND MAN.

Nobody is quite satisfied with the business relations between master and man, and the same social antagonism ever obtains. The master laments the degeneracy of the times, in that the working men are not what they used to be—not as they should be. The man is equally dissatisfied; saying the master takes all the

fat, and does none of the hard work. Oh! when shall I be a master? sighs the man. Both are unhappy — both striving to change their relative conditions; the master endeavoring to keep down the man, the man as earnestly striving to become master. Each forgetting that this relation *must* exist, and each forgetting that he can contribute much towards making the inevitable less uncomfortable, or possibly pleasant. Sympathetic respect for the feelings of each—a careful study of what you would feel, and how act if put in his place, would largely contribute to lubricate the frictional surfaces of trade machinery. None of these wheels are perfect, some are out of round, some eccentric, consequently variable in their actions and reactions. There is more or less disproportion in the relative sizes of these commercial wheels and pinions; any or all of these imperfections may be so great as to make a substitution necessary to keep the machinery running, or if, in spite of these, the mill does grind, it is with such clatter, and wear and tear as to endanger the stability of the business.

A very few men are born with a talent for control—a native intuition of what other men feel when subordinate, and how they should be treated so as to get their best services and at the same time secure their respect and regard. Those not so gifted by inheritance need the experience that comes by being themselves subordinate, and so feeling in their own persons the effects of those complicated environments that inevitably attach mutually to the condition of employer and employee. There are some who rise from man to master that profit by such experience, and learn how to rule justly and mercifully; others, not so wise, practically illustrate the fable of the “beggar on horseback.” The love of power in some form is indigenous in the human constitution, and the phases it assumes are infinite—the master worries the man, the man worries the wife, the wife worries the children, the children worries the dog, the dog worries the cat, the cat worries the mouse, and so on till the power to worry is lost in the dim perspective of sentient existences. Supremacy—or the position to control, seems to beget in the possessor a longing to use the power—a desire to *compel* the recognition of superiority when it is not voluntarily bestowed.

Aristocrats are not always “noble—

men,” as often they are quite the reverse. The aristocratic feeling comes oftener from the possession of wealth, than from the noble qualities of the man. My first employer was of this class, not that he was rich, but because he was the head of a good establishment all the subordinates were expected to show him deference. He and I soon came into collision; as I passed him in the morning going through the store to remove my coat and hat preparatory to work, my “good morning” salutation was not made with bared head and hat under my arm. I was spoken to on the subject, and informed that as an employee it was my duty to remove my hat in his presence, and thus show proper respect to him as proprietor of the establishment; that our relative positions made it eminently fit and proper for me to do so, and that hereafter it would be expected, etc. I was touched—but not with humility, I knew and felt that as men I was quite his equal, and vanity whispered, vastly his superior mentally. I politely told him (hat in hand) that to salute him as one gentleman would greet another, was all that he could claim of me. As employer, he had no more claim to my deference than I had to his; his business was as much dependent on me (or some other watchmaker) as mine was on him, I could as easily find another employer as he could an employee, and his claim for worshipful obeisance was no better than mine, or in more modern phrase the relation of labor to capital, was the same as capital to labor, mutually interchangeable. From that time we got on amicably—he was wise enough to see and comprehend the relation, and governed himself accordingly.

Little men (mentally) are usually the worst masters; their small meannesses are as irritating as nettles; no one prick or stab is of sufficient size to be tangible—too small to be resented, but the multitude of these irritates beyond measure. Not alone are words used to crush and humiliate an employee—looks, actions, manners, are quite as potent to sour what might otherwise be sweet and pleasant business relations. “Do this,” are not unpleasant words in themselves, and may be so said as to convey no sense of command, and yet they may be so uttered as to pierce the very marrow of a sensitive employee. This subject, like all others has two sides. Underlings are often tantalizing—vexatious—pesky—

but are they made less so by being trampled upon? May they not have been made so by tyrannical, dictatorial masters? Will the same treatment that made their bad manners mend them? He must indeed be brutal man who cannot be better managed by reasonable, gentlemanly, sympathetic treatment, than by a “counter irritant” method.

The bond that necessarily links together for a time the employer and employee should not be an inflexible rod, but a gently drawing elastic band of mutual benefit, a link that will allow freedom of motion at either end within certain limits, and so prevent the jerks and punches that must result from a rigid tie. If anything approaching this desirable condition is to be attained to, it will be by such *mutual* concessions as men and women must make to ensure conjugal happiness when they voluntarily assume the relation of husband and wife—and so a smiling, happy business family can only be found where labor and capital are lovingly married.

Our own craft, probably, suffer as little as any from this cause; but when even that little can be easily avoided, and at no cost except a trifle of self-control, and with a gain of good feeling and good service, it seems desirable that both parties to this condition of things, should contribute as much at least, as an earnest endeavor to make the relations as harmonious as possible between master and man.—“*Jewellers' Journal*.”

BUSINESS DIFFICULTIES.

The average merchant's life is a hard one, popular belief to the contrary notwithstanding. The fascination which it seems to possess for the unpractised, the growth of commerce, the cheapness of credit in late years, and the openings which seemed to offer in new countries, all helped to increase the proportion of merchants, so called, who see in store-keeping an occupation simple, light and genteel. How grievously many of these have been undeceived as to its simplicity and comfort, the sad array of mercantile wrecks which, in this country as in all others, strews the shores of the stream year by year, too plainly tells. The respectability of the occupation is not denied, unless by a narrow-minded born aristocrat. The mistake people make is in fancying that the business of a conscientious mechanic or farmer, that is, of an honest man who makes goods or

THE 9th of June 1881 will be memorable in the annals of Tyneside as the centenary of George Stephenson's birth. The inhabitants of nearly every town in the counties of Durham and Northumberland kept holiday. The mines were mostly closed, and no work was done at the factories or iron ship building yards of the Tyne and Wear in honor of that great benefactor of mankind.

SINCE the establishment, in June last, of the Greenfield (Mass.) Co-operative Manufacturing Company, cutlery makers, the business has largely increased, and they are now turning out more than three times as many goods as they were last summer. They are now running full time, employ about fifty hands, and manufacture nearly 500 gross per month.

The twenty-third annual report of the trade and commerce of the city of Chicago is to hand, and some of the statistics it contains are fabulous. In the year 1838 only 78 bushels of wheat were shipped from Chicago. Last year 22,796,288 bushels were shipped. The largest number of bushels shipped was in the year 1879, when the number was 31,006,739 bushels. The increase in other grain is just as great and surprising.

STRATENA, whose wonderful powers are so frequently exhibited upon the streets, is probably only the old Armenian cement. This is so strong that it will hold jewels in place, and is used for this purpose by the Armenian jewelers, who merely flatten the settings of their precious stones and then stick them in place upon the metal with this cement. It is made by dissolving isinglass in alcohol, along with gum ammoniac. When well made it is perfectly transparent.

A MANUFACTURER whose business requires the use of large amounts of emery has been trying an experiment with the ashes of anthracite coal, and he affirms that he has obtained good results from the use of ashes as a substitute for the finer grades of emery. He takes ashes and saturates them with water, the liquid being poured off after standing an hour or two, then being poured off again, and so until he obtains several grades, down to a substitute for emery flour. When dried the deposit cuts readily and leaves a satisfactory surface.

A ROLAND FOR AN OLIVER.—Considerable sensation has been created at Rouen by the rumour that large capitalists in Lancashire had determined to establish a rival concern to M. Poyer-Quertier and his compeers in that city. A project is in fact on foot for putting down spinning, weaving, dying, and printing works with machinery on a large scale. The Pom-podour prints so generally worn in France, and which have to a great extent been produced in Manchester, and have paid an *ad valorem* duty of 15 per cent, but would, under the general tariff, be taxed, if only consisting of three colors 45 per cent. Printed stuffs used for covering furniture or as curtains instead of paying 15 per cent., as at present, would be charged 37½ per cent., and other goods would have to meet enormously increased rates. The promoters of the English establishment at Rouen intend to fit it up with the newest and best machinery, diminishing the cost of production and outstripping the efforts of their Norman rivals, who, with a cumbersome routine, rely upon State protection to enable them to hold their own.

It is proposed to introduce a system of compressed air clocks into London, by which any number of clocks in the city can be wound and regulated by means of pneumatic air currents. There can be one central motor, or a motor in each of several districts if necessary. The plan is to have ten in London and its environs. Of course every clock in the same circuit will indicate exactly the same time. The introduction of the system is approved by the municipal authorities, and a bill on the subject is now pending before Parliament. In Paris, clocks so connected and controlled have given great satisfaction.

A WATCHMAKER in Newcastle, Pa., has completed a set of three gold shirt-studs, in one of which is a watch that keeps excellent time, the dial being about three-eighths of an inch in diameter. The three studs are connected by a strip of silver inside the shirt bosom, and the watch contained in the middle stud is wound up by turning the stud above, and the hands are set by turning the one below. But perhaps the most remarkable thing about the Lilliputian machine is that it works with a pendulum, like a clock, and the pendulum will act with ease and accuracy in whatever position the time-piece is placed, even if it be turned upside down.

THE frequenter of the sales at the Hotel Drouot is often struck by the rich jewels offered to the public by some retiring *demi mondaine*. It is a mistake to suppose that all these diamonds, emeralds, rubies, and bracelets belong to the fair sinner. They are often only loaned her for the occasion by some fashionable jeweler, who is content to share with his partner for the nonce the exorbitant profits that are usually made at *cocottes'* sales. Some people will pay doubly dear for a bracelet or ring that is said to have clasped the arm or the finger of a celebrated Madeleine.—*Parsian*.

A NUMBER of prominent New York manufacturers have, within the past few days, closed contracts for large quantities of ingot copper, the total of which will reach nearly, if not quite 20,000,000 pounds. The prices were from sixteen cents to sixteen and a-half cents per pound, and the deliveries, it is understood, run during the remainder of the year. These purchases consist almost entirely of copper produced in the lake superior region, and are believed to equal nearly the entire amount that will be produced during the last half of the year. The opening of new mines in various sections of the country has of late increased the production to an extent considerable in excess of market requirements, and to this is attributed the absence of any material enhancement of price by the exceptionally large business just consummated.

FROM Sheffield comes a more favourable report as to the position of the iron trade of the district, without, however, any corresponding improvement in prices. Nevertheless, the tendency is unmistakably in favour of enhanced values. The heavy branches of manufacture are as busy as the lighter are quiet. Much antagonism, is being shewn by the working classes against the renewal of the Treaty with France on the terms proposed by the Government of that country, and petitions proclaiming this feeling are being numerously signed by the workman of the town. It would appear that the movement in favour of reciprocity is assuming larger proportions, and is beginning already to press for the consideration of Parliament.

BRITISH IRONWORKS IN RUSSIA.—Extensive steel and iron works are being put up in Russia by British capitalists. Members of Parliament and others, representing some of the wealthiest commoners, are engaged in developing and utilizing the mineral resources of Southern Russia. Near to Odessa, where there are coal and ironstone in abundance, they have erected ironworks, which they are now augmenting with steelworks. Machinery weighing 155 tons, part of a total of 304 tons, will shortly be forwarded by the makers, the proprietors of the Highfields Works, Bilston, for despatch to Odessa.

IN the course of the excavations necessary for the reconstruction of the baths at Durkheim, in the Palatinate, the workmen have come upon an enormous iron chest containing the celebrated treasure of the Abbey of Limburg, which disappeared after the siege of the abbey in 1504. The treasure is supposed to have been put in safety by the abbot, out of fear of an attack. It is composed of a large number of vases, and other objects of gold and silver, of precious stones and a host of coins of the fifteenth century. There are also a number of articles for worship, dating from the commencement of the abbey, which was constructed by Conrad the Salic, and his wife, Queen Gisela, and opened in 1030. By the law of the Palatinate, half the treasure goes to the State and half to the French company which has the working of the baths.

THE Kaoka Company, which was started in St. Thomas nearly three years ago, with a capital of \$10,000, one half was paid-up, has come to grief. At one time, the concern did a large business, made money, the profit being stated at 300 per cent. and stock was kept in few hands. About \$2,500 was expended on new machinery, buildings, etc., on leased ground. The principal ingredients were bran and a low grade molasses, the compound being roasted in revolving kettles. About two tons per day could be turned out. This was entirely in excess of the consumption in Canada. Foreign markets were sought. A ton of Kaoka was sent to an agent in London, but the customs' authorities imposed a duty of two pence per pound, and the United States three cents. With the other charges added, this duty absorbed nearly all the profit, and the idea of exporting had to be abandoned. As the trade in this country had dwindled to small proportions operations had to be suspended.

KRUPP'S Works at Essen are in themselves an illustration of the immense progress that the metallurgical and mechanical industries have made in the western provinces of Prussia within the last thirty years. In 1851, 250 hands were employed at the works, who produced 560 tons of cast steel, being at the rate of 2.24 tons each hand. In 1861, the number of hands had risen to 2,136, and they turned out 5,000 tons of steel, being at the rate of 2.35 tons per man per annum. In 1865, the production had risen to 50,000 tons, and the number of hands to 8,187, so that the proportional production amounted to about 6.10 tons per man. By 1872, the quantity of cast steel turned out by the *Kanonenkönig*, or Cannon King—which is the local *nom de guerre*, but not the pet name of the great Friedrich Krupp—had risen at a bound up to 125,000 tons, and the number of producers to 12,000, so that each man turned out as much as 10.42 tons per annum. In 1876, the proportional production took a further step forward. In that year, the firm kept 8,237 men, and produced 153,400 tons of steel, being at the rate of 18.70 tons of steel per man per annum. Thus in the course of 25 years the production of steel per man per annum at Essen rose from 2 tons 5 cwt. to 18 tons 15 cwt., or, in other words, in 1876 each man turned out more than eight times as large a quantity of steel as in 1851. The German paper that vouches for the figures does not tell us what the production of steel at Essen has been since 1876. The aggregate production is generally thought to have increased, but the proportion per man per annum is an unknown quantity.

BUSINESS CHANGES FOR JULY.

J. Anderson, jeweller, Oshawa, selling stock at auction, Wm Ball, hardware and tins, Chatham, has sold out; W C Milner, watches, London, out of business; Geo Draper, hardware, Moorefield, removing to Manitoba; Jas Stewart, fancy goods, Napanee, dead; John Tanish & Co, paints, Toronto, compromising with their creditors, C R Kelly crockery, Yarmouth, N S, assigned, Geo F. Sproule, fancy goods, Brantford, removed to Toronto and purchased the retail business of Cobban & Co., Cobban Mfg Co, picture frames, Toronto, sold out to Geo F. Sproule, of Brantford.

BUSINESS NOTES.

THE copper mines in the Lake Superior region have paid over \$29,000,000 in dividends.

WE understand that Mr H Smith, of the firm of Smith & Fudger, of this city, arrived in New York from England on Saturday last.

A NEW steamship is building on the Clyde for the Dominion Steamship Company, which it is stated will exceed the Burden of the Allan steamship "Parisian" by three hundred tons. The name of the new craft is to be the "Vancouver."

DELMONICO's nephew having secured a lease of the bars and refreshment rooms on the line of the Grand Trunk, the contract with Mr Potter having been terminated, the sub-lessees are in a quandary.

MR LOWE, of the firm of Zimmerman, McNaught & Co, has just arrived home from New York, where he has spent a couple of weeks in hunting up the latest novelties for the fall trade. He reports business booming in New York and good prospects ahead for fall trade.

WE are pleased to hear of the safe arrival of Mr W F Corrier of this city, from his European tour. He reports having bought a large and varied assortment of Fancy Goods suitable for this market, which our readers will, no doubt, have an opportunity of seeing before the season closes.

THE following statistics regarding the operations of the Montreal Custom House during the fiscal year just closed, will prove interesting as showing the large amount of business activity that prevailed. The entries of imported goods were 73,922, the duties on which amounted to \$7,077,793.

THE sudden departure of E J Kirk, a jeweler in the Gravenhurst was quite a surprise to his friends. He is a native of Coventry, Eng, and commenced business in the village of Gravenhurst some twelve months ago. His stock was valued at \$800, this he brought with him from Old Country. No reason is assigned for his leave taking, but he is supposed to have been in debt.

THE extension of the Credit Valley from Ingersoll to St Thomas is being rapidly pushed forward and it is expected that the road will be completed in the early part of September. The contractors have over 300 men on the works. St. Thomas will be 121 miles from Toronto by this new and direct line. The formal opening of the road, we understand, is fixed for Wednesday, October 5th.

WE are glad to learn that Mr. H Hale, Jeweller, of Brantford, has fully recovered from the financial difficulties which threatened to engulf him about this time last year. By dint of hard work and close attention to business he has built up a large, and we trust, a profitable business. We congratulate Mr Hale upon his success and wish him continued prosperity in the future.

JOHN TAINSH, of Brantford, dealer in paints, etc., commenced business here about the first of the year, associating with himself one Johnston. The two members of the firm were to invest \$4,000 each in the business at Toronto, but they were not long at it when they found they were losing money. Now they are trying to get their creditors to share half of their losses by accepting 50 per cent, but this the creditors decline. Mr Tainsh was supposed to be in a good position when he confined his business to Brantford.

Complaints reach us of delays in the delivery of freight sent over the Grand Trunk railway. Besides this, we are assured that information in regard to freight is very unsatisfactorily given, if given at all. That these complaints are not unfounded is shown by the fact that merchants wanting prompt delivery of their goods have them shipped by way of New York. Toronto merchants sum up the grand trunk officials as being "slow, uncivil and disobliging." In these days, when there is so much talk of the construction of rival roads to the east as competitors to the Grand Trunk, the heads of that institution should see that ground is not given for complaint by the delay of freight or the uncivility of those who have charge of it.

Monetary Times says: "We hear of the departure of Mr F. Armstrong, storekeeper of Maynooth, Ont, who recently disposed of his stock *en bloc* and left for "parts unknown," leaving sorrowing creditors without two grains of comfort. His style of doing business, was, in the opinion of merchants in the locality, highly detrimental to solvent traders, during his short career. And one of them writes: "I would like to know when will wholesale men discontinue crediting parties who have neither experience, capacity nor capital." We are unable to reply satisfactorily to our correspondent's enquiry. We should be glad if we could say by authority:

"WHOLESALE MERCHANTS IN CANADA WILL, FROM DOMINION DAY, 1881, CEASE TO SELL GOODS ON CREDIT TO RETAILERS WHO HAVE NO CAPITAL, AND WHO HAVE SHOWN NEITHER BUSINESS EXPERIENCE NOR ABILITY."

This announcement would be the most important to the trade ever made through the columns of this journal. But we cannot see the signs which would justify us in predicting any such healthy and general resolve. In spite of losses and warnings, credits are still given too readily. A few prudent importers do draw a wholesome line and adhere to it, but the many seem to think that "the times are good" and that this justifies dangerous risks.

Some of the peculiarities of the Dominion mail service are truly astonishing. If a resident of Listowel, for instance, wishes to send a letter to Dorking, a distance of twelve miles, it goes by stage a distance of twenty-two miles to Mitchell, thence by rail to Stratford, thence to Berlin, thence by stage to Elmira, Glenallen, and ultimately to its destination. Mails to Tralee, five miles east of Listowel, are conveyed by stage and train about sixty miles round by Stratford.

THE WATCHMAKER
And Metal Worker

Is the official Journal of the
Watchmakers and Jewellers,
of the northwest.

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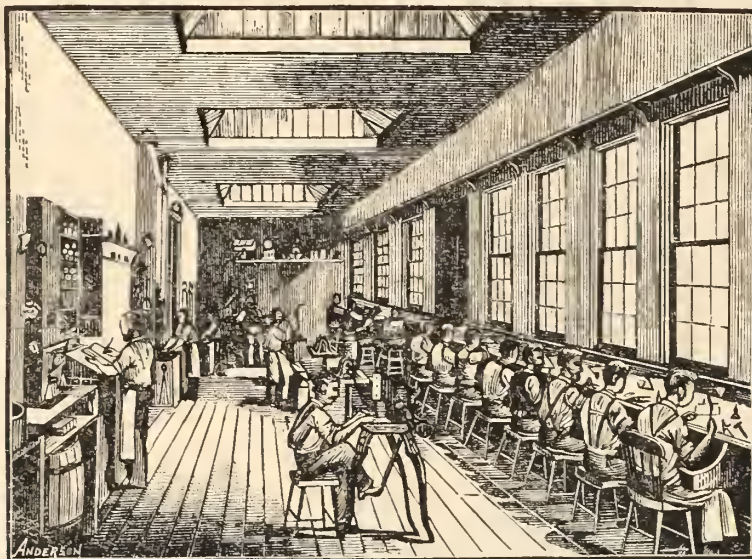


We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

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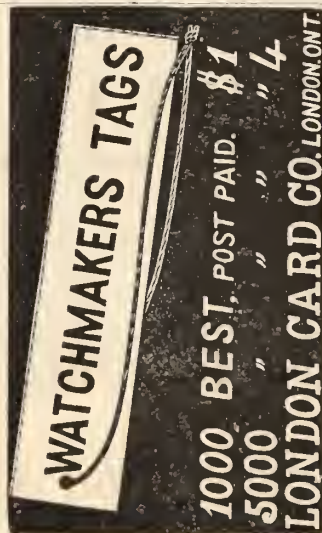
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